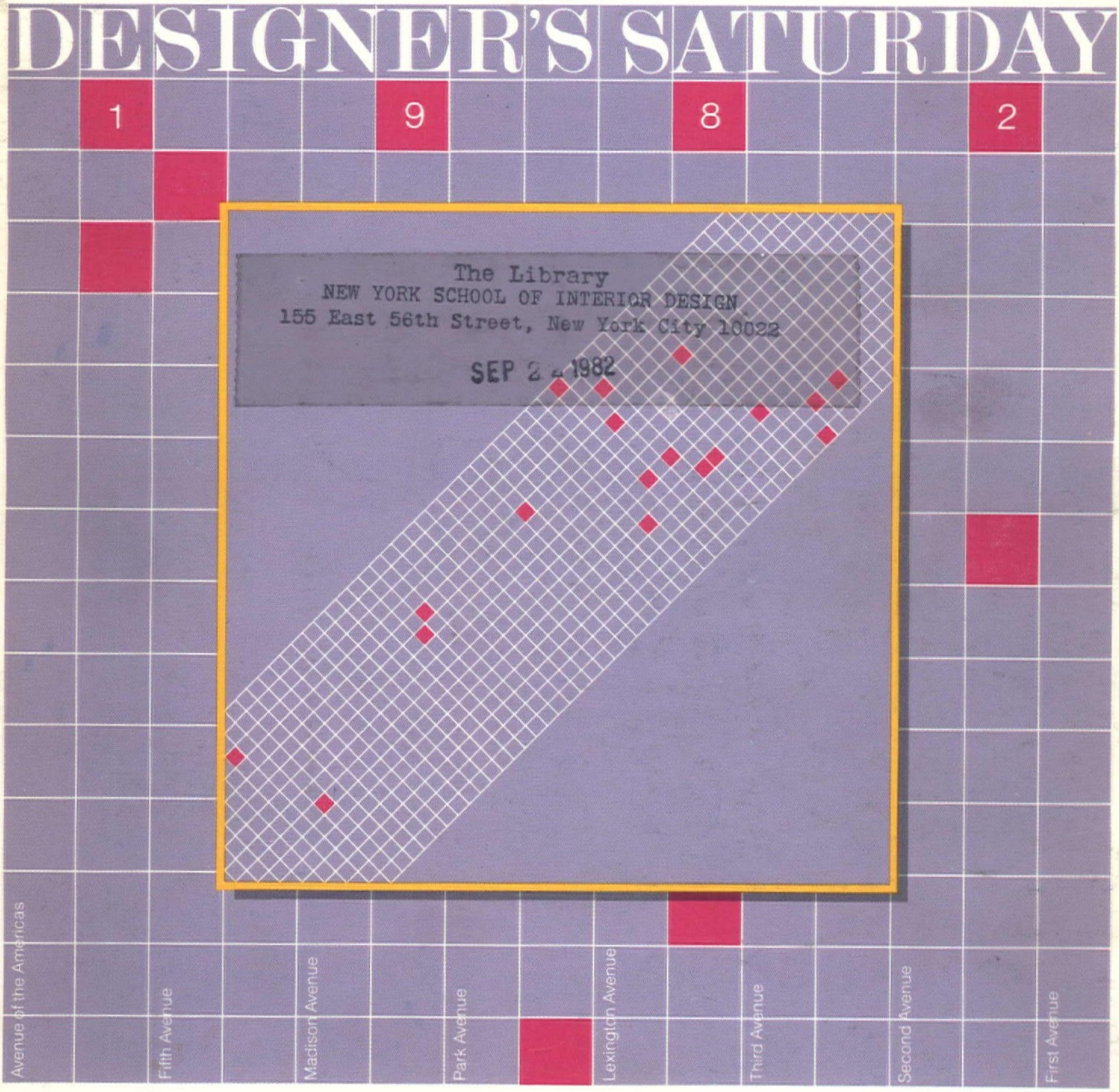
A Gralla Publication

SEPTEMBER 1982

Contract

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS & INTERIOR ARCHITECTURE



15th Designer's Saturday expands to 44 high-style showrooms

- 60% in Who's Who N.E. listing: "Computer in my future."
- New Computer Support Furniture Directory lists 136 firms
- Furniture bar codes speed inventories; How to negotiate

WHEN WE CREATED A TOUGH HIGH-TRAFFIC FLOOR, SOMETHING BEAUTIFUL HAPPENED.



Introducing Crosswalk™.

Nothing makes a tough choice more beautifully simple than Crosswalk. The revolutionary new commercial floor from Armstrong.

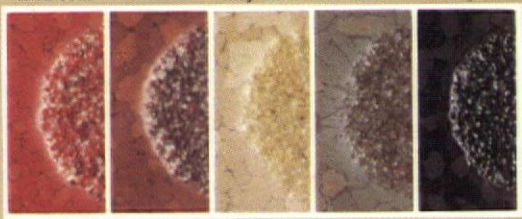
What makes Crosswalk so dramatically different from other floors is its mineral aggregate raised-disc visual. One distinctive pattern that actually performs on two different levels.

Design is one. Crosswalk has a high-style image you don't often find in high-performance floors. A streamlined look that will beautifully complement any high-tech interior you design.

Function is another. The specially formulated construction of Crosswalk makes it more slip-retardant than conventional smooth floors. And it's tough under the pressure of constant use—in schools, lobbies, airports—wherever there's a steady stream of heavy traffic.

Durable Crosswalk comes in five attractive designer colors. And it installs with fewer seams because it comes in 6′-wide rolls up to 90′ long. If you'd like to know more, write Armstrong, Dept. 25FCT, P.O. Box 3001, Lancaster, PA 17604. We'll show you how Crosswalk can make something beautiful happen to your next high-traffic interior.

Terra Cotta | Chestnut | Gray Sand | Mouse | Onyx



FROM THE ® INDOOR WORLD® OF

Armstrong

Circle 1 on reader service card

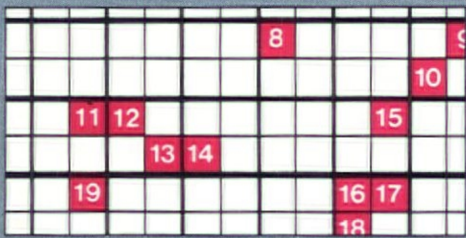

FLINT, MICH. 2:30
NEOCON 14
13th Floor


You are cordially invited
to visit NOPA Booth #3204
and meet the innovators
responsible for Silencer I.™



p. 186

p. 134



p. 117

VOL. 24 NO. 9

September 1982

Contract

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS & INTERIOR ARCHITECTURE

10 **Letters**

15 **Contract News**

18 **Designed for Laughter by Michael Saphier**

55 **Contract Quotes**

64 **Contract Technology**

74 **Showcase: Carnegie**

82 **Showcase: Badische**

88 **Polsky Memorial Established**

94 **People/News**

108 **Coming Events**

117 **DESIGNER'S SATURDAY 1982 PREVIEW**

118 **Designer's Saturday Showroom Map**

119 **44 Showrooms to Participate in 15th Three-Day Event**

120 **Guide to Showrooms and New Products**

134 **Furniture Inventory Speeded by Bar Coding**
Bar codes offer prospects of more efficient inventory, specification

135 **Optical Scanning Cuts Facilities Audit 80% at M.I.T.**
New automated asset management system eliminates university manhours

136 **WHO'S WHO IN CONTRACT DESIGN NORTHEAST**

137 **60.3% of Design Firms Polled Plan Computer Design Programs**
Who's Who Northeast survey indicates intent to utilize CAD techniques

142 **Detailed Who's Who Northeast Listings**

184 **On-the-job Negotiating Skills Lay Groundwork for Success**
Five steps to effective client/space planner interaction solve problems

186 **SPECIAL REPORT: COMPUTER SUPPORT FURNITURE**
24.8 Million VDT Platforms Required by 1995

187 **Computer Support Furniture Manufacturers Listing**

190 **Computer Support Furniture Directory**

200 **Computer Support Furniture Product Review**

215 **Products & Services**

244 **Catalogs & Brochures**

245 **Classified Advertisements**

248 **Advertising Directory**

***COVER**–Designer's Saturday graphic is basis of this cover design by Donovan and Green, Designers/Producers, inviting you look in on the preview, page 117.*

Contract

Vol. 24 No. 9

October: Executive Buyer Edition/Banks—CONTRACT presents an overview of trend-setting bank installations. Bank Furniture & Furnishings Review—includes executive, traditional, and reproduction furniture. Plus Specifier's Fabric Market Report, Desk Accessories, and Mail Room Focus. International Hotel/Motel & Restaurant Show Preview—advance coverage of products and program at this New York trade show.

November: OFFICE DESIGN INNOVATIONS-some outstanding designs that incorporate technological innovations, plus an office products preview showcase. Special: Institute of Business Designers (IBD) and CONTRACT Magazine Product Design Competition Award Winners. Arts & Graphics Review, including stained glass, sculpture, and tapestries.

Advertising Representatives

New York:

Frank A. Rizzo, Co-publisher & Adv. Sales Dir.,
Gary S. Puro, Associate Publisher & Adv. Sales Mgr.,
William Dahdah, Eastern Manager,
Peggy Hynes, Northeast Representative,
Marie Kowalchuk, Midwest Representative
Gralla Publications
1515 Broadway 24th Floor,
New York, N.Y. 10036.
Phone: (212) 869-1300.

Chicago:

Gralla Publications
3525 W. Peterson Ave., Chicago, Ill. 60659.
Phone: (312) 463-1102.

West Coast:

Neil Silverstein, Western Manager, Gralla Publications,
16200 Ventura Blvd.,
Encino, Calif. 91436. Phone: (213) 788-0271.

Overseas:

Gianni Ratto
Comunicazione e Promozione Internazionale
Via Filippo Turati 40, 20121 Milano, Italy
Phone: 02/65 98 274-66 67 56.

Gralla Publications

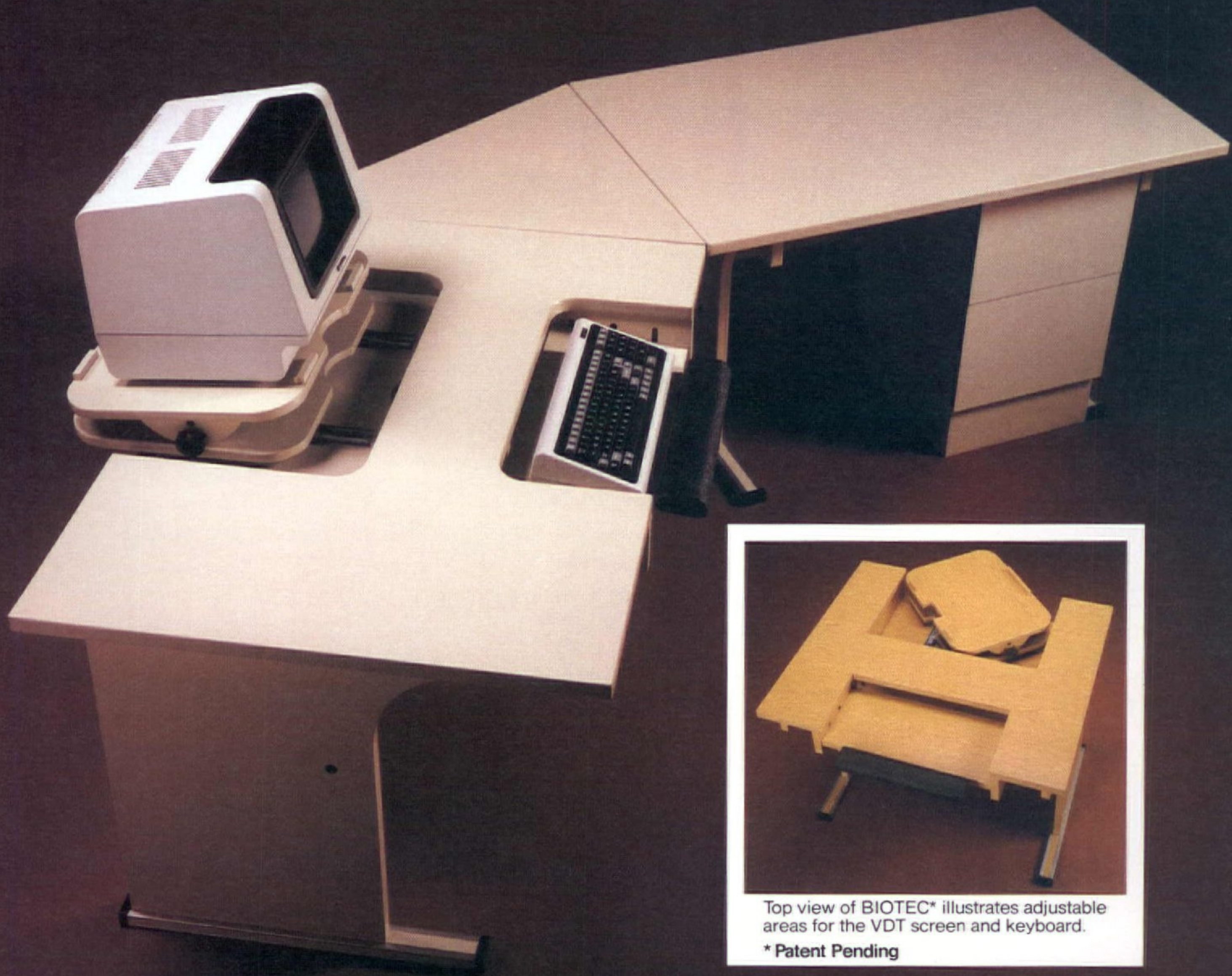
President: Lawrence Gralla.
Executive Vice President: Milton Gralla.
Vice Presidents: Howard Rauch, Frank A. Rizzo,
Peggy I. Sholtz, Marshall D. Siegel,
Morton Silverman.
Treasurer: Roz Schacknow.

Other Gralla Publications:
Bank Systems & Equipment; Catalog Showroom Business; Contract Direct Reply Cards; Facilities Design & Management; Giftware Business; Health Care Systems; Impressions; Ink, Inc; Kitchen & Bath Business; Meeting News; Merchandising; Multi-Housing News; National Jeweler; Premium/Incentive Business; Sporting Goods Business; Travel Agents MarketPlace.

CONTRACT ISSN 0010-7832 is published monthly by Gralla Publications, 1515 Broadway, 24th Floor, New York, N.Y. 10036. Phone (212) 869-1300. Subscription price one year $12, two years $18, for firms and individuals who specify, design, buy, or replace contract furnishings. All other U.S. subscriptions $30 per year. All Canadian and Mexican subscriptions $14 per year for qualified subscribers and $30 per year for non-trade. All other foreign subscriptions $50 per year. Single copy $3.50. The publisher assumes no responsibility for opinions expressed by editorial contributions to CONTRACT. The publisher reserves the right to reject any advertising not in keeping with the publisher standards. **SUBSCRIBER INFORMATION & ADDRESS CHANGES:** Write to Circulation Dept., Rm. 930, 1501 Broadway, NY, NY 10036. POSTMASTER: Send address changes to CONTRACT Circulation Dept., Rm. 930, 1501 Broadway, NY, NY 10036. Second Class postage paid at New York, NY and additional mailing offices.

BPA

BIOTEC™...
Ergonomically Designed V.D.T. Furniture



Top view of BIOTEC* illustrates adjustable areas for the VDT screen and keyboard.

*** Patent Pending**

BIOTEC™...The Answer To The Ergonomic Question.

Biotec is a complete line of adjustable VDT furniture with an aesthetic design that will enhance any office environment. Basic units are available in 60", 48", and 40" widths. Desk height returns can be added to any station using 90° or 120° Corner Connectors.

BIOTEC features:

- Independently adjustable surfaces for the VDT screen and keyboard.
- Tiltable VDT surface.
- Adjustable keyboard surface.
- Adjustable viewing distance.
- Vertical adjustment of the terminal platform.
- Full 360° rotation of the VDT platform.
- Desk height returns.
- Adjustable wrist support and foot rest.
- Undertable pedestals and overhead storage.
- Choice of finishes.
- Ergonomically designed chairs.

BIOTEC is completely designed and manufactured in the United States by BIOTEC SYSTEMS—a division of Hamilton Sorter Company. Hamilton has been providing work stations for the information processing industry since 1966.

Whether you're designing an automated office system layout for a small department or for your entire organization, BIOTEC is your answer to the Ergonomic question.

For complete BIOTEC literature call 1-800-543-1605 or complete the coupon.

ATTENTION GOVERNMENT AGENCIES: BIOTEC is on G.S.A. Schedule.

Circle 4 on reader service card

BIOTEC™ SYSTEMS

A Division of Hamilton Sorter Company, Inc.

3158 Production Drive, P.O. Box 8
Fairfield, Ohio 45014
Phone (513) 874-9498 or (800) 543-1605

DEPT. C-982

☐ Send me literature on BIOTEC.

☐ Have a representative contact me.

NAME ____________________

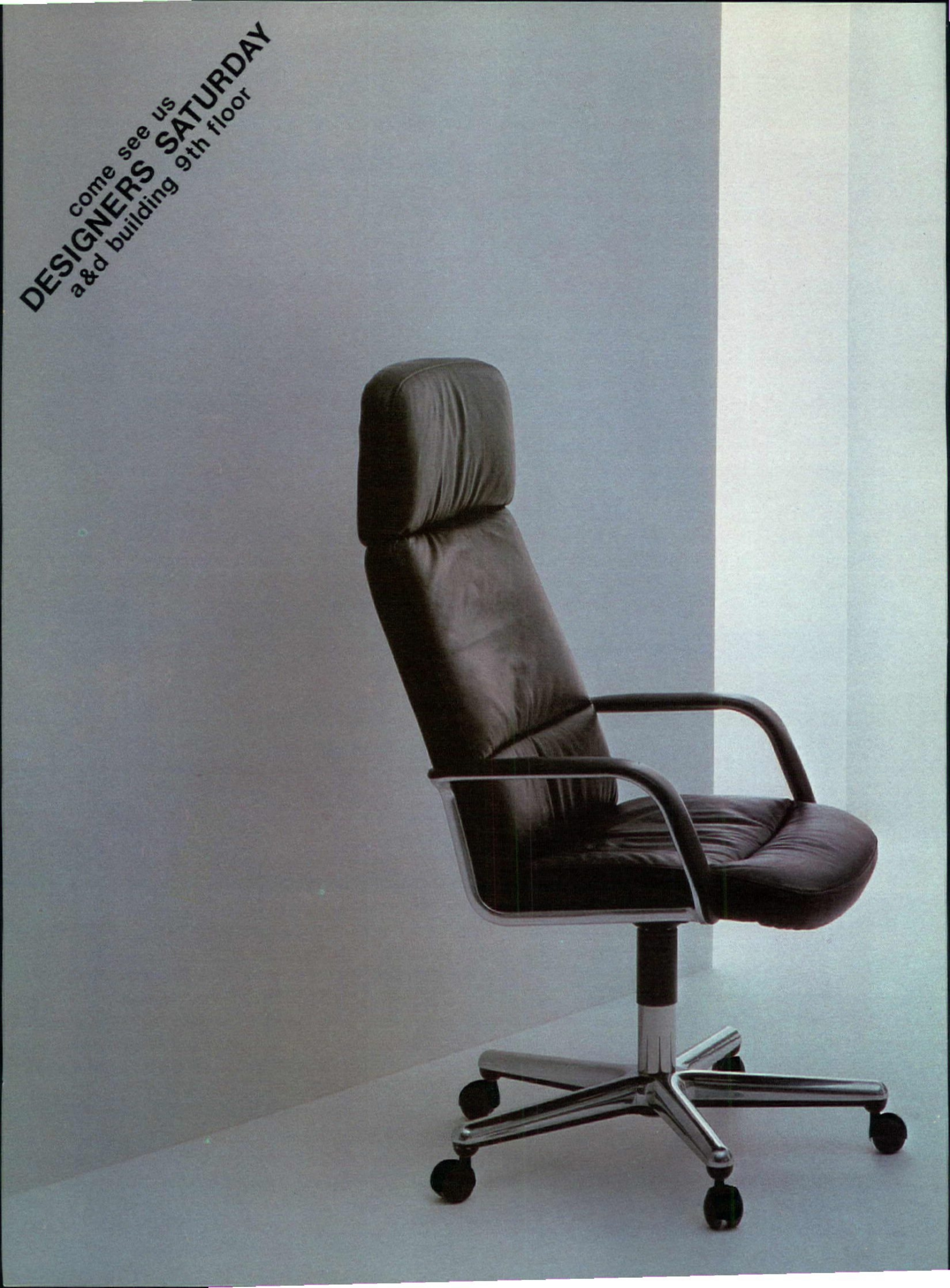
TITLE ____________________

COMPANY ____________________

ADDRESS ____________________

CITY ____________ STATE ____________

ZIP ________ PHONE ( ) ____________


come see us
DESIGNERS SATURDAY
a&d building 9th floor





CONGRATULATIONS CONTRACT

Dear Editor: All things considered, your publication satisfies the needs of businesses in the commercial furnishings and interior architectural field. It also has proven to be an invaluable "Bible" in our own work.

Once again, many thanks for including us in your July issue Open Plan Directory and for the consistently excellent magazine which you publish.

JOSEPH F. WEGMAN
President
Wegman Construction Company
Atlanta, GA

Editor's Note: In CONTRACT'S July Open Plan Directory, Wegman Construction was listed with its Cincinnati address and Atlanta phone number. HQ mailing address and phone number are 1009 Riverbend Club Dr., Atlanta GA 30339; 404 953-9473.

Dear Editor: I would like personally to take this opportunity to say that we find CONTRACT to be a beautiful product.

PEGGY LLOYD CHILTON
Regional Manager
Fiber-Seal Arizona
Phoenix, AZ

ERRATA

Editor's Note: In CONTRACT'S May issue article "Fast Depreciation, 10 Percent Tax Credits Fuel Project Spending," Len Gartner, principal, Leonard Gartner & Associates, a New York tax planning and financial consulting firm, provided valuable technical information on new cost-recovery and investment credit structures.

Dear Editor: We were pleased to see our new 7500 desk series featured in CONTRACT's May issue NEOCON 14 Preview. However, the 7500 series would have been more accurately listed under the "Desk" heading rather than the "Office System" section, as shown.

Although Kimball's 7500 series uses both modular and assembled casegoods to create storage, wire management, and electronic support equipment for the executive office environment, it is not an open plan system.

Thank you for the opportunity to clarify this matter.

STEPHEN M. WITTE
Public Relations/
Communications Coordinator
Kimball Office Furniture
Jasper, IN

Dear Editor: It has come to my attention that Boris Kroll Fabrics was omitted from a CONTRACT News item listing D.C. Mart leasees on p. 22, June issue. Boris Kroll Fabrics had leased space at the D.C. Mart as of that time.

Thank you for correcting this oversight.

LISA KROLL
Boris Kroll Fabrics
New York, NY

Dear Editor: I just received my June issue of CONTRACT and would like to call your attention to a photograph on pp. 152-153.

The caption under that photo is part of the article "BIFMA Takes Activist Stand Against Government Regulation" and refers to testing equipment "at American Seating Company." Please be advised that this equipment is the property of Engineering & Testing Laboratories (ETL) and that the photo was taken for BIFMA in the ETL testing area. The chairs—borrowed for the occasion—are the property of American Seating.

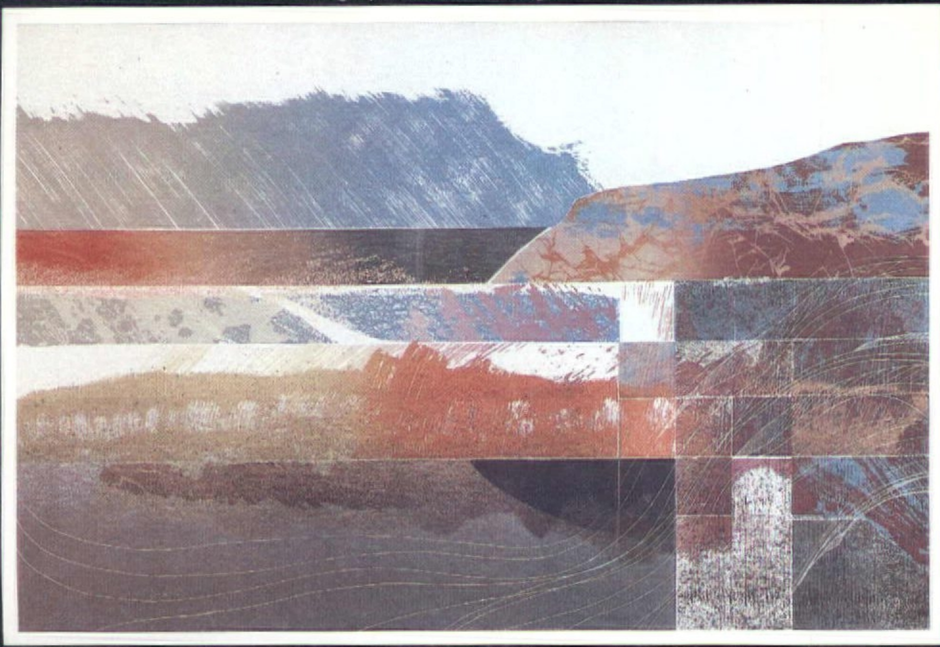
Thank you for your attention to this matter.

ARTHUR M. COMPTON, P.E.
Director of Special Services
Engineering & Testing Laboratories
Grand Rapids, MI

Direct comments to: Letters Editor, CONTRACT, 1515 Broadway, New York, NY 10036

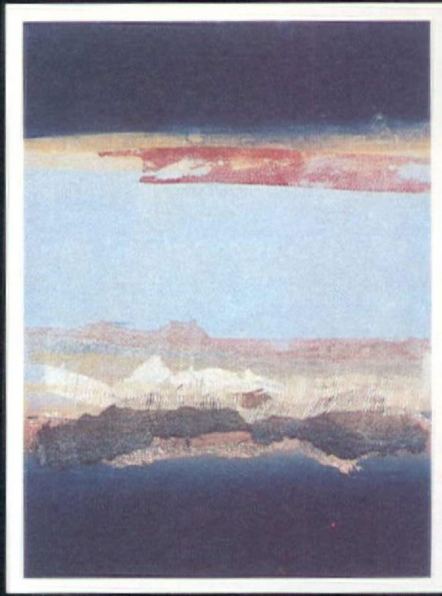

they also fold.
HOWE
WHERE FORM AND FUNCTION MEET
Howe Furniture Corporation
Dept. CT80, 155 E 56th Street,
NY, NY 10022 (212) 826-0280
Circle 8 on reader service card

Munz Serigraph w/embossing Edition Size: 200



Back Bay *Image Size: 26"x40"*

Rose Etching w/collage Original



Untitled *Image Size: 24"x18"*

McNeill Etching Edition Size: 150



Oasis *Image Size: 30"x30"*

Garcia Etching Edition Size: 150



Orchid Arch *Image Size: 18"x36"*

Bernstein Serigraph Edition Size: 78



Dance III *Image Size: 22½"x30½"*

See our Sales Representatives in:

CHICAGO: Diane Coogan/Dennis Smith
Home: (312) 951-8431-2
Service: (312) 338-4044

SAN FRANCISCO: Deanna Miller
Home: (415) 929-7089
Service: (415) 929-7576

ATLANTA: Rhonda Bostic
(404) 876-2010

fidelity arts

9000 Beverly Blvd. Los Angeles, CA 90048 (213) 278-6611
(Executive Offices)

Other Showrooms
9000 World Trade Center Dallas, TX 75258 (214) 742-9001
5000 Dornal Ave. Montreal, Quebec Canada H3W 1W2 (514) 342-0173
110 Northeast 40th St. Miami, FL 33137 (305) 576-9366
146 Dupont St. Toronto, Ontario Canada M5R 1V2 (416) 960-8695

Circle 10 on reader service card

Brochure and price list $7.50
deductible from first purchase

JG/TSD

Mobile Terminal Table

Five simple adjustments allow each user to adapt the terminal to individual needs. All controls can be effortlessly adjusted *by a seated user.* Movements are gear-controlled. The tops cannot free-fall during adjustment, assuring that the terminal will not be tipped onto the floor. A foot-activated gas cylinder raises and lowers the table height. Wire harnesses prevent the terminal from being pulled off the table by its cord. Locking casters eliminate unwanted movement.

For more information, request the Mobile Terminal Table brochure and JG's White Paper on Terminal Sharing Devices.

Circle 125

On display at the Information Management Exposition and Conference, October 11-14, 1982 at the New York Coliseum.

info 82

JG Furniture Systems
A Division of
Burlington Industries
Quakertown, PA 18951
215 536 7343

Terminal Sharing Device

Sharing reduces computer response time, lowers equipment cost, and improves utilization. Users get more personal space and a healthier social environment.



Information Processing Fair at NOPA '82 brings automation to dealers October 6-10

Chicago—Nearly 100 exhibitors are expected to feature information processing products and accessories at the National Office Products Association (NOPA) Convention October 6-10. A separate display area devoted to manufacturers of automated products will bring demonstrations and hands-on experience to the marketplace.

Workshops and seminars focusing on information processing include "Taking the Mystery Out of the Information Processing Supplies Market," "Using Your In-House Computer to Improve Profits," "Expanding Your Sales of Word Processing/Data Processing Supplies," and "Developing Strategies for Selling Today's Office Machines."

Major convention speaker is Dr. Zbigniew Brzezinski, former national security adviser to President Jimmy Carter. Brzezinski is currently Herbert Lehman professor of government, Columbia University, and senior adviser, Georgetown University for Strategic and International Studies, Washington, D.C. Known for his role in normalizing U.S.-Chinese relations, he has also authored several books including *The Fragile Blossom: Crisis and Change in Japan* and *Between Two Ages: America's Role in the Technetronic Era.*

Technology is a major thrust in this year's theme, "NOPA '82—All That's New!" More than 575 manufacturers and wholesalers of furniture and office supplies have contracted for space. Of these, over 130 are contract manufacturers. Exhibiting firms from the entire show will be represented by top executives at NOPA on October 9.

James J. Kilpatrick, syndicated political columnist, will open the convention with a luncheon address October 6. Twenty workshops on information processing and long-range business planning are scheduled October 6-7. Topics cover developing financial plans, sales and marketing strategies, reducing selling expenses, promotion, personnel,



Dr. Zbigniew Brzezinski will keynote the Chicago convention of the National Office Products Association (NOPA).

warehouse management, compensation, salesmanship, and new markets.

Related events include a meeting of the Information Processing Forum (IPF), a group whose members have an average annual sales volume of $500,000 in information processing systems. IPF meets October 6 at 4:30 p.m. with Bill Mitchell, chairman, department of business education and information management, University of Wisconsin-Eau Claire, discussing "State of the Art." Also scheduled October 6 at 4:30 p.m. is a meeting of the Contract Furnishings Forum (CFF).

Ladies' Luncheon October 8 features "A Chorus Line of Fashion," a musical comedy fashion show. October 9 marks the NOPA banquet with entertainment provided by singer Eddy Arnold.

Exhibits are open from 10 a.m. to 6 p.m. October 8-9 and 10 a.m. to 4 p.m. October 10. Information Processing Fair displays are open 10 a.m. to 6 p.m. October 8; 9 a.m. to 6 p.m. October 9; and 10 a.m. to 2 p.m. October 10. Exhibits are held at McCormick Place with convention meetings and events at the Hyatt Regency. For more information contact NOPA, 301 N. Fairfax St., Alexandria, VA 22314; 703/549-9040.

(Exhibitor List continued on p. 18)

75 BIFMA members to attend German ORGATECHNIK market

Cologne, W. Germany—The prospect of international exposure has attracted 75 members of the Business & Institutional Manufacturer's Association (BIFMA) to the ORGATECHNIK Office Trade Fair October 26-31. BIFMA executive director Stephen D. Channer says, "It is time for our organization to participate in ORGATECHNIK as licensing and importing become major areas in the furniture business."

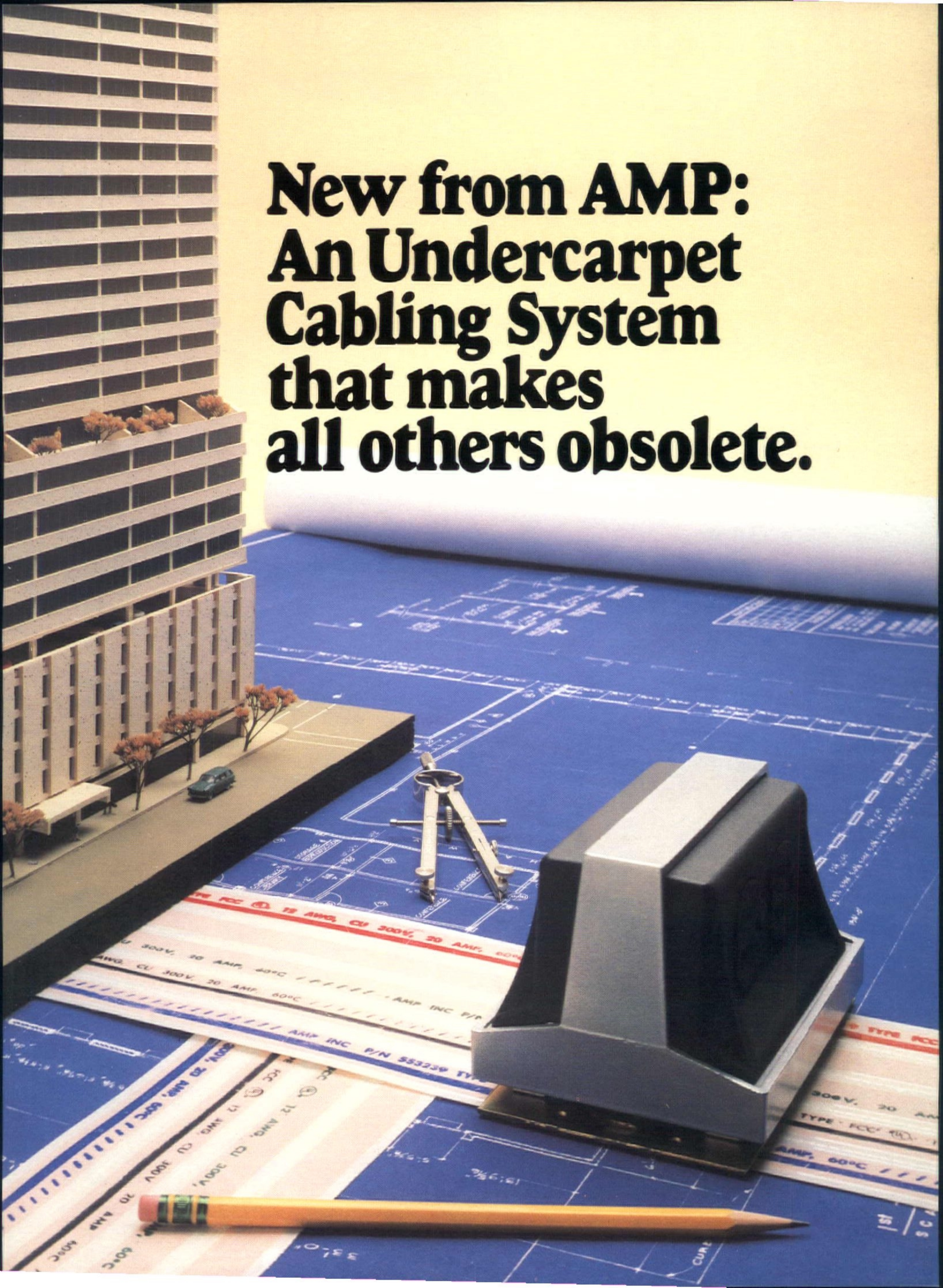
The German American Chamber of Commerce, New York, has planned a joint reception for BIFMA attendees and European delegates. Trade fair visits will be a highlight for the BIFMA group; some members plan to independently tour showrooms and factories.

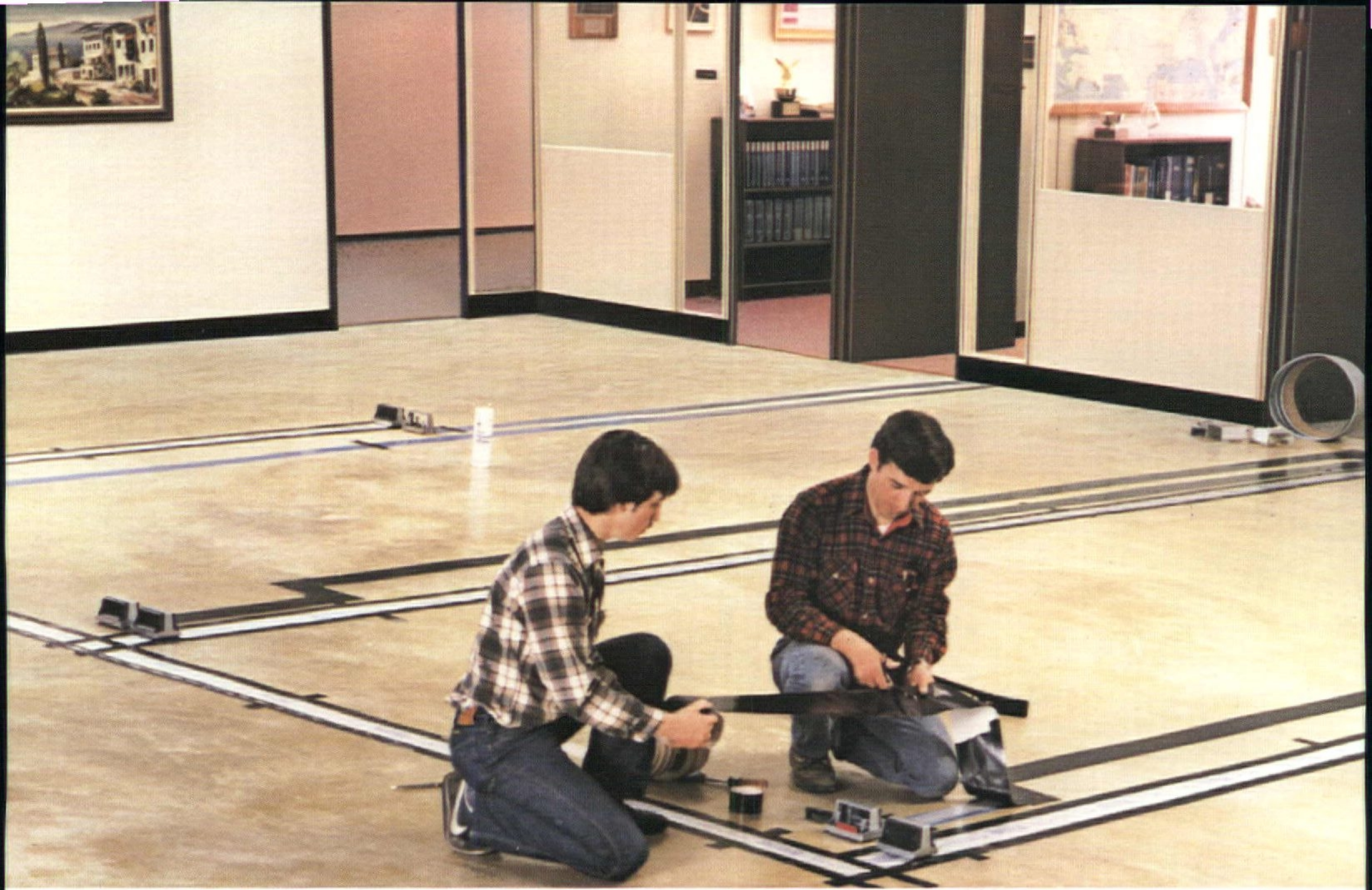
ORGATECHNIK officials report that

(Continued on p. 24)



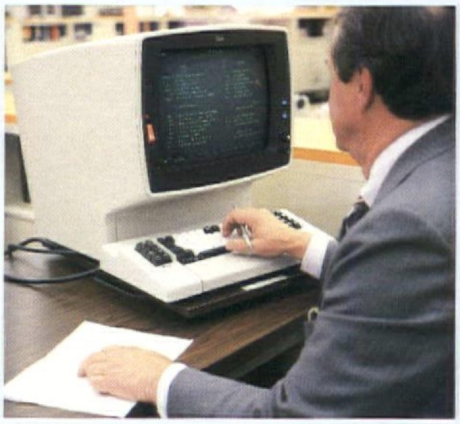
Expanded communications systems highlight the 4th ORGATECHNIK exhibition.


New from AMP:
An Undercarpet
Cabling System
that makes
all others obsolete.



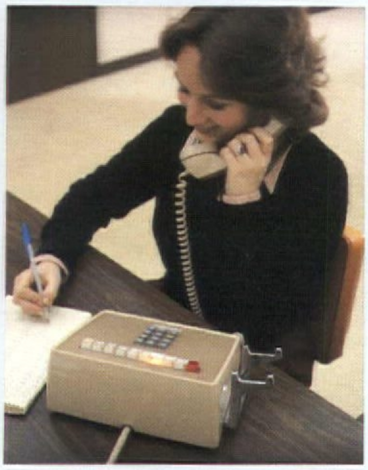


The AMP Undercarpet Cabling System III. Flexible. Reliable. Unequalled performance.



Here's the most intelligent distribution concept going. For power, data, and communications.

The system is simplicity itself. It allows you to place power, telephone and data anywhere you need it.



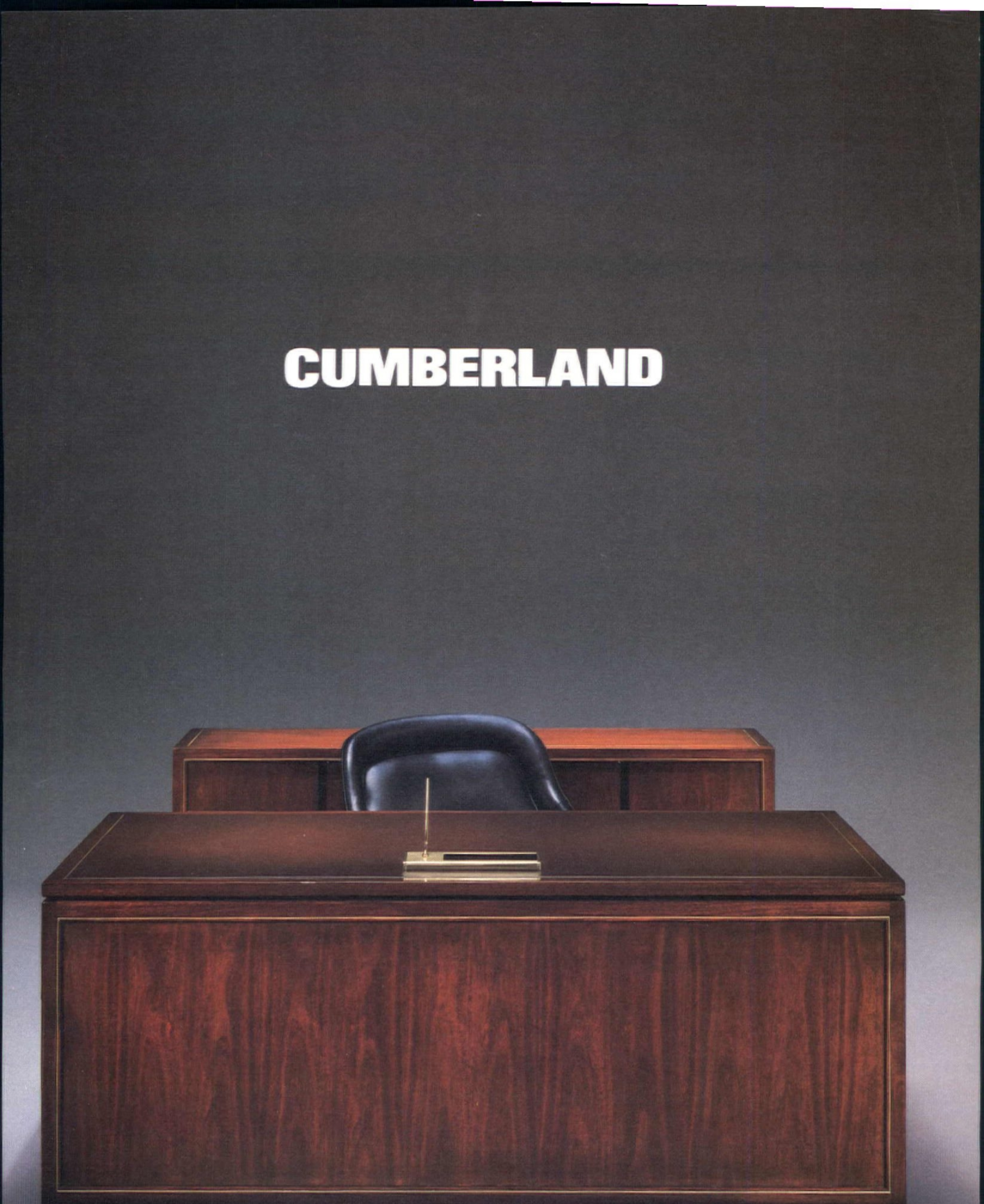
Related accessories include everything needed for a complete wiring layout. They let you extend the system just about anywhere on a floor.

The AMP Undercarpet Cabling System III isn't just for new buildings either. It's practical and economical for renovations, too.

You can make changes anytime by just removing the carpet squares and rearranging the system to meet demands for new office layouts.



You don't have to worry about reliability anymore. The AMP system is UL® listed, and it's included in the 1981 printing of the National Electrical Code, Article 328. In fact, it's an improvement on dependability over other undercarpet systems because there's no need for cable cutting. System integrity and performance are also improved whether the application is power, data, or communications.


CUMBERLAND

(NOPA, continued from p. 15)

NOPA CONTRACT EXHIBITORS LIST

Art Steel Co.
Artopex
Aspects Inc.
Atlantic Data Furniture
Basic Computer Systems
Bevis Custom Tables
Biltrite
Bretford Mfg.
Brodart Inc.
Brush, John D.
Burroughs Corp.
Cadillac Engravers
Cardinal Products
Charvoz-Carsen Corp.
Chromcraft Furniture
Cole Business Furniture
Contemporary Products Inc.
Conwed
Cramer Inc.
Creative Dimensions
Curvcraft Inc.
Davenport, A.C. & Son
Decar Corp.
Decorative Firsts
Dennison National
Designs In Print
Diversified Seating
DMI Furniture
DSG Inc.
Eck-Adams Corp.
Eldon Office Products
Electrix Inc.
Ergonom Corp.
Esselte Pendaflex Corp.
Executive Furniture
Executive House Furniture
Filex-Jansko
Fleetwood Furniture Co.
Flex-Y-Plan Inds.
Fostoria Inds.
Franklin Clock Co.
Global Inds.
Globe Business Furniture
Globe-Weis
Griggs International
HAG A/S
Harvard Interiors Mfg. Co.
Hesco Inds. Inc.
High Point Furniture Inds.
HON Co., div. HON Inds.
Hoosier Desk Co.
Horizon Steel Products Inc.
Hunt Mfg. Co.
Indiana Chair Co.
Indiana Desk Co.
Intervinyls Inc.
Invincible Metal Furniture Co.
James David Inc.
James Metal Products Co.
Jasper Desk Co.
Jasper Seating Co.
Jasper Table Co.
Jefsteel Business Equipment Corp.
Kobi
Krueger
Kwik-File Inc.
La-Z-Boy
Lathem Time Recorder Co.
Lawson, F.H.
Ledu Corp.
Liberati Products Inc.
Lion Office Products
Luxo Lamp Corp.
M & M Inds. Inc.
Magna Visual Inc.
Marnay Sales & Mfg. Co.
Marsh Chalkboard Co.
Marushka Inc.
Marvel Metal Products Co.
Marvel Office Furniture Mfg.
Master Caster Co.
Master Woodcraft Inc.
Mayline Co. Inc.
McDonald Products Corp.
Meilink Safe Co.
Metals Engineering Corp.
Mill-Craft Furniture Co.
Miller Desk
Miller, Howard, Clock Co.
Modar Inc.
National Office Furniture Co.
Nightingale Inds. Ltd.
North Hickory Furniture Co.
Oravisual Co. Inc.
Packard Inds. Inc.
Paoli Chair Co. Inc.
Park Sherman
Pepper Chair Co. Inc.
Plymouth Rubber Co.
Polychromic Designs
Quaker Furniture House
Raynor Mktg. Ltd.
Royal Seating Corp.
Rubbermaid Commercial Products
Saga International Inc.
Samsonite Corp.
Saturn Office Furniture Ltd.
Schwab Safe Co.
Seth Thomas

designed for laughter®

by Michael Saphier
FOR CONTRACT MAGAZINE



"Something's wrong! Each time I ask for a drawing or some detail that I know is in the memory bank, the screen flashes 'I forget'."

discovery: the new standard of performance

In selecting discovery™ for their 1982 Product Design Award, the American Society of Interior Designers cited its "... marvelous detailing, ergonomically sound design, and sumptuous comfort." They recognized that discovery is a thoughtful combination of human factors and sophisticated technology, superbly executed in a comprehensive program of office seating. discovery is





suitable for every worker, of any size or function or status, from task worker to chief executive.

With more than forty models, discovery offers maximum selection. Features such as multiple back heights, removable arms, and a great range of adjustability of seat and back height and inclination, make it an ideal choice for standardization programs. A minimal inventory of extra backs, arms, and upholstered back and seat pads permits managing of growth and change. This lets discovery provide the proper chair for each worker as job content and responsibilities change, and enhances a critical ability to accommodate new office technology, processes and procedures.

ASID
American Society of Interior Designers
1982 Product Design Award Winner

discovery addresses the special needs of workers who use computers and other keyboard devices and has recently expanded to provide superior seating for drafting as well. Yet these special responses aren't limited to function alone, and include chairs scaled and detailed for smaller people, with an optional 15" seat height.



A comprehensive program, for now and for the future, discovery in office seating systems establishes the new benchmark, the new standard for office seating.

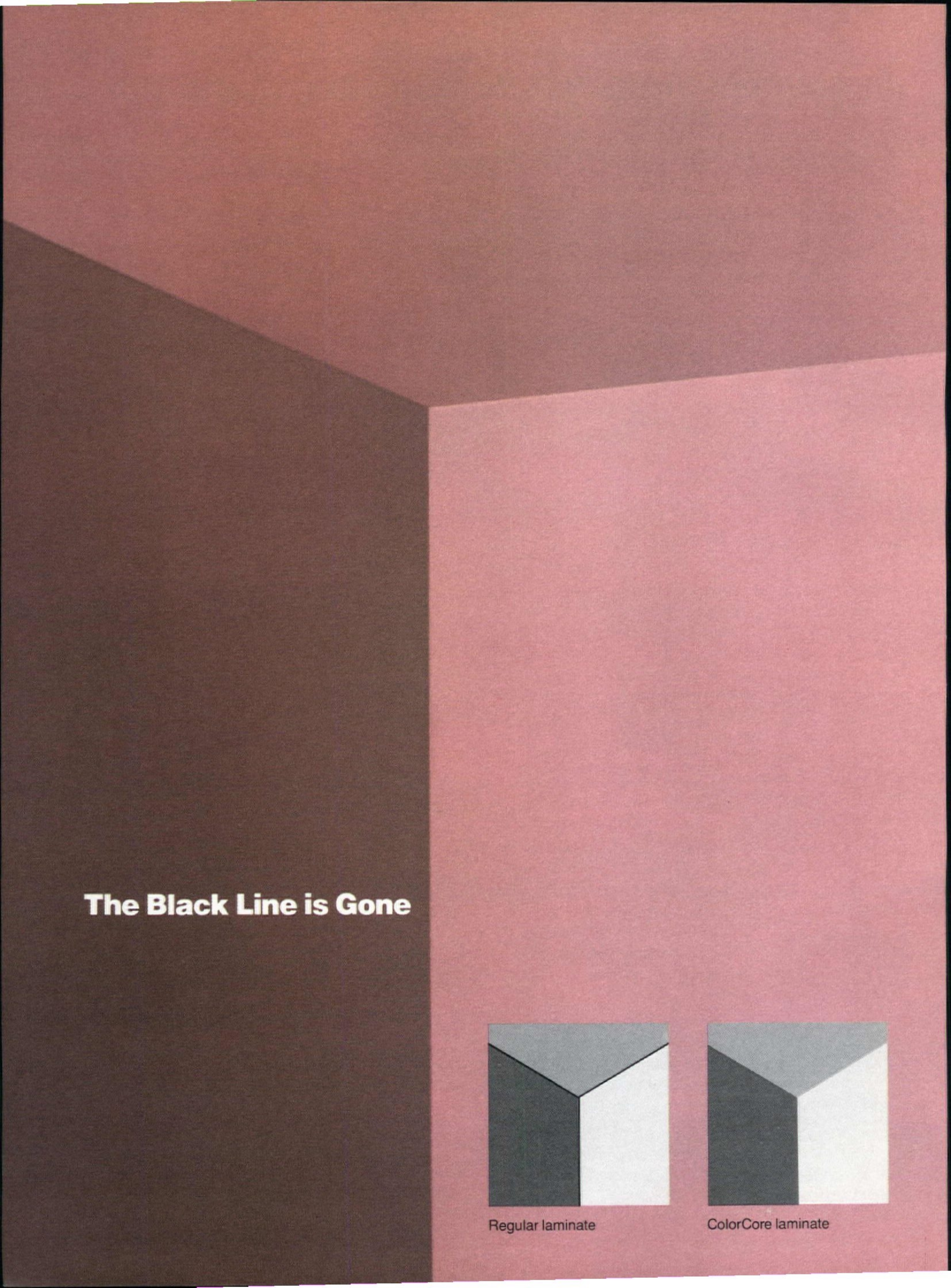
You can get the measure of discovery in our showroom in the Architects and Designers Building in New York, and in showrooms in other cities.



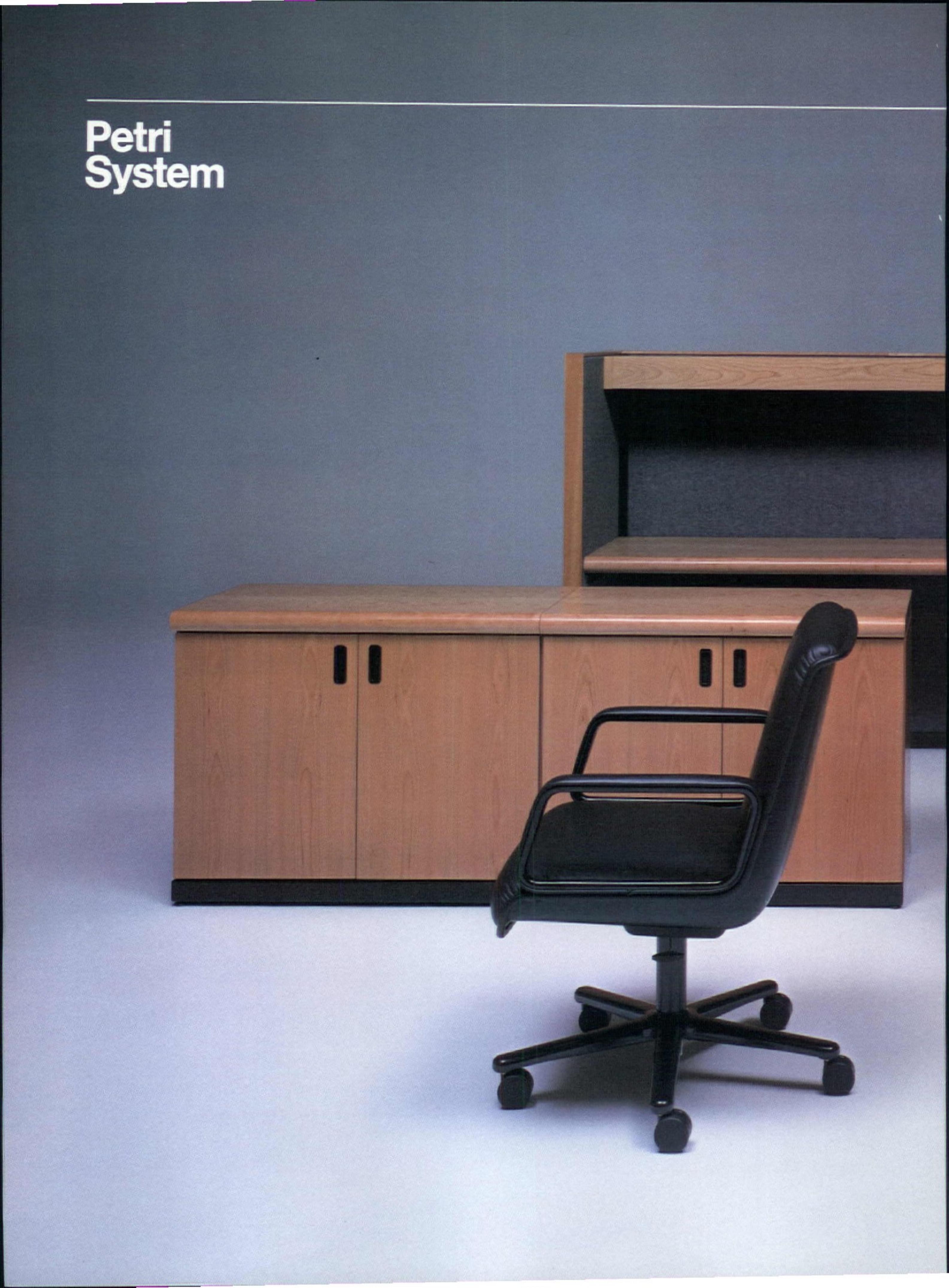
Fixtures Furniture
1642 Crystal, P.O. Box 6346
Kansas City, Missouri 64126
800/821-3500 • 816/241-4500
Telex: 434218 Fixtures KSC

Circle 14 on reader service card

FIXTURES FURNITURE


The Black Line is Gone
Regular laminate
ColorCore laminate

Petri System



ORGATECHNIK—1,300 exhibitors

(Continued from p. 15)

this 4th exhibition will be dominated by improved and expanded communications systems for the workplace. Attendance should exceed 100,000 while exhibitors will number 1,300, representing 60 countries. The United States has 82 exhibitors contracted for display space in the "Messe" hall.



Stephen D. Channer, BIFMA executive director, travels with a delegation to Cologne to further international business opportunities for manufacturers.

Special events and seminars at ORGATECHNIK will cover telecommunications services and networks, legal aspects of data protection, communications challenges in management, problem solving, and office management. Office design health and banking establishments are among symposia topics for discussion.

A Congress on Text Processing held in conjunction with the fair describes the administrative functions involved in processing information. A similar congress sponsored for data systems users is sponsored by the Association of German Information Processors. The symposium on office design and health is arranged by associations of office furniture manufacturers in collaboration with a Swiss institute for socio-economic studies. It will focus on problems of office design as well as occupational physiology and psychology.

Main product groups at the fair are: office equipment, banking equipment, fittings, word processing equipment, mail-handling products, calculating and money-handling equipment, data processing, communication and teaching systems, organizational aids, and office supplies.

In addition to the United States and West Germany, Australia, Austria, Belgium, Canada, Denmark, Finland, France, Great Britain, Hungary, Ireland, Israel, Italy, Japan, Lebanon, The Netherlands, Norway, Spain, Sweden, and Switzerland will be represented.

For information, contact United States ORGATECHNIK Pavilion, c/o German American Chamber of Commerce Inc., 666 Fifth Ave., New York, NY 10103; 212/974-8836.

Office exhibition makes debut at 22nd Milan fair

Milan—The first EIMU International Office Furniture Exhibition will be held in conjunction with the 22nd International Furniture and 7th Euroluce International Lighting Exhibitions September 17-22. About 2,500 manufacturers—Italian and foreign—will show products in more than 20 acres of displays at the fairgrounds.

Manufacturer requests brought about the office furniture sector of the fair. Products will focus on automation and computerization of office spaces with high-end executive furniture also exhibited. Approximately 200 firms will show office furniture lines.

Visitors are expected to exceed 1981 figures of 133,000 from 115 countries. Among nations represented this year are France, England, The Philippines, Finland, Canada, Switzerland, China, Spain, West Germany, and Belgium. Also represented are the United States, Mexico, Poland, Yugoslavia, Turkey, Lebanon, Rumania, and Vietnam. Each exhibition is open daily during the fair from 9 a.m. to 6:30 p.m.



Nearly 15,000 visitors from more than 100 nations are expected at the Milan fair.

Noted architects to address CANEXUS contract conference

Toronto, Ont.—American Institute of Architects (AIA) will present "Differing Perspectives: A View of Four Design Giants" at CANEXUS, the Canadian contract design conference scheduled October 28-30.

Panelists include Ken Walker, The Walker Group; Ken Johnson, ISD; Arthur Gensler, Gensler & Associates; and Bruce Graham, Skidmore, Owings, & Merrill. Introductions will be made by Sherman Emery, editor, *Interior Design*, and Walter Wagner, editor, *Architectural Record*, will moderate. The program follows the theme, "High Tech/High Touch," characterizing the balance between technological advances and human values.

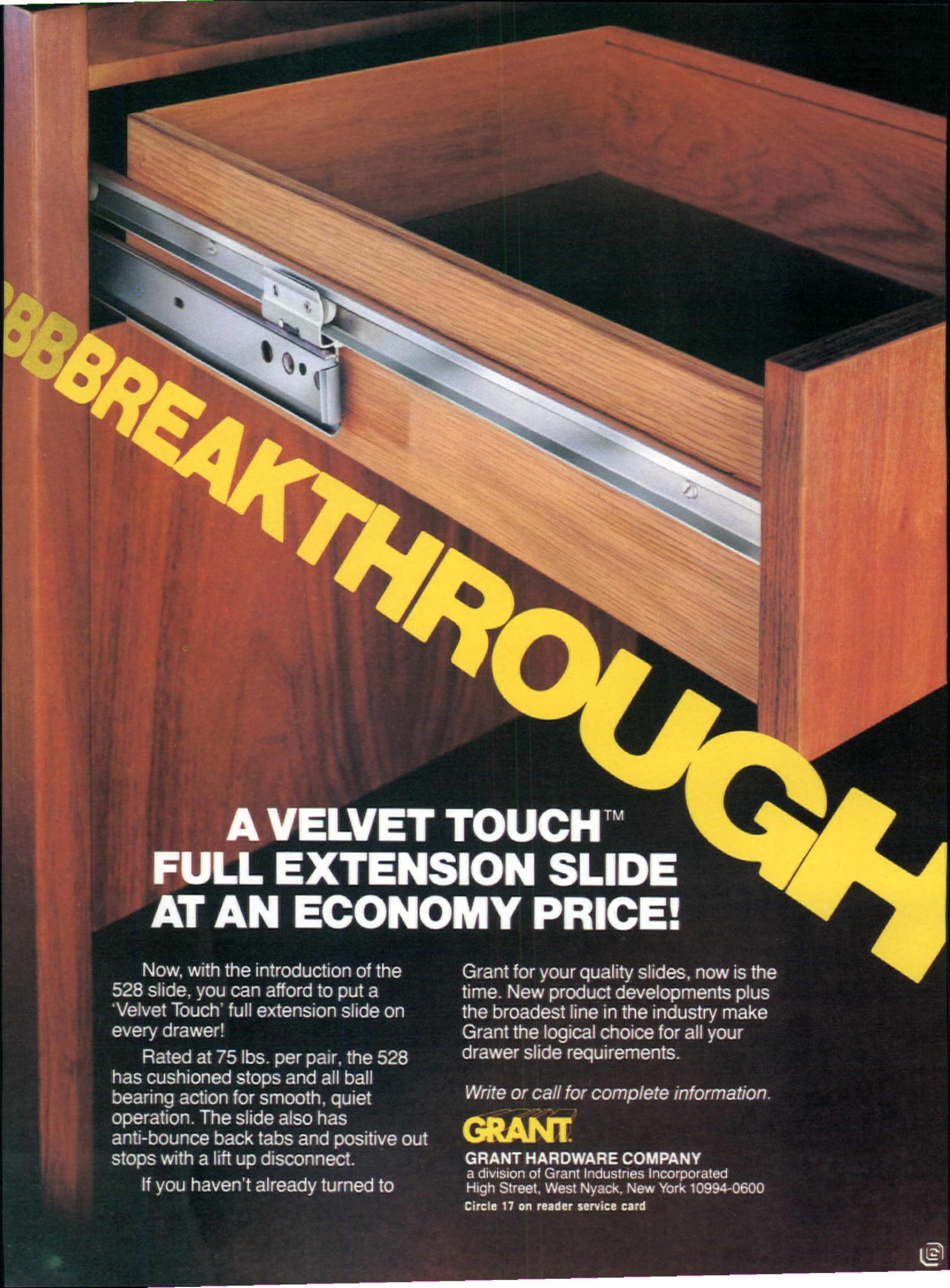
Sponsored by the Office and Contract Furniture Group of the Canadian Business Equipment Manufacturers Association (CBEMA), the event is expected to draw more than 1,000 visitors from Canada and the United States. An exhibit area, seminars, and showroom/factory tours will feature products of 22 Canadian contract companies.

For more information contact Klaus Nienkamper, 416/752-2575, or CBEMA, Suite 212, Yorkdale Place, 1 Yorkdale Rd., Toronto, Ont. M6A 3A1; 416/789-0508.

CANEXUS EXHIBITOR LIST

All-Steel Canada Ltd.
Ambiant Systems Ltd.
Arconas Corp.
Biltrite Furniture Ltd.
Business Accessories Inc.
Craftwood Products
Kinetics Furniture Inc.
Litton Business Furniture
Nienkamper
Nightingale Industries Ltd.
Proform Furniture Industries
Curtis Products Ltd.
Egan Visual Inc.
Global Upholstery Co. Ltd.
Harter Furniture Ltd.
iil Ltd.
Reff Products Ltd.
Steelcase Canada Ltd.
Storwal Iternational Inc.
Sunar Ltd.




BBBREAKTHROUGH
A VELVET TOUCH™
FULL EXTENSION SLIDE
AT AN ECONOMY PRICE!
Now, with the introduction of the 528 slide, you can afford to put a 'Velvet Touch' full extension slide on every drawer!
Rated at 75 lbs. per pair, the 528 has cushioned stops and all ball bearing action for smooth, quiet operation. The slide also has anti-bounce back tabs and positive out stops with a lift up disconnect.
If you haven't already turned to Grant for your quality slides, now is the time. New product developments plus the broadest line in the industry make Grant the logical choice for all your drawer slide requirements.
Write or call for complete information.
GRANT
GRANT HARDWARE COMPANY
a division of Grant Industries Incorporated
High Street, West Nyack, New York 10994-0600
Circle 17 on reader service card

Historic Ohio church restored as ecclesiastic mart

Cincinnati, Oh.—Revitalization of a 133-year-old church will provide suitable space for nation's first mart for church products specified by architects and designers. St. Paul's Church, listed in the National Register of Historic Places, closed as a parish house in 1974 and reopens as a church mart this fall.

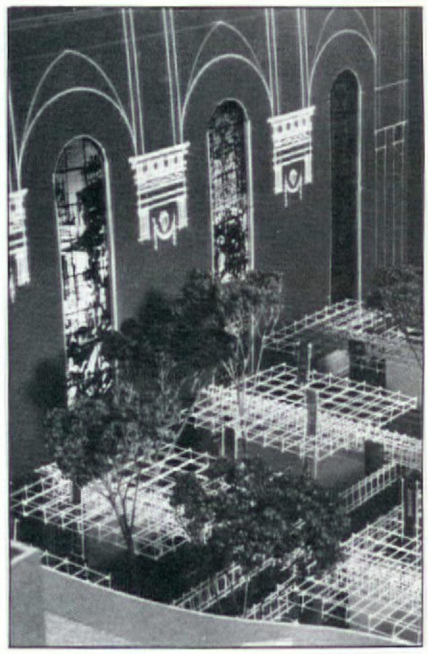
Owned and developed by I.T. Verdin Company, a locally based manufacturer of chimes, carillons, bells, clocks, and steeples, the church was discovered while that firm searched for new showroom space. Architects Ken Jones and Michael Shuster of Jones & Speer were contracted in restoration.

Ornamental plaster and stained glass are being replaced or restored. An inlaid-mosaic terrazzo floor is being cleaned and polished. A basic post-and-beam structural system will carry signage for display areas and pipe space frames will not interfere with stained glass windows. Lighting tracks attached to the underside of grids will provide light within the limits of the frame.

Movable walls and platforms can be easily relocated to accommodate new products and exhibitors. Lack of barriers permits free and random circulation throughout the space.

At least eight companies have contracted for mart space. Products to be displayed include: pews, altar brass and bronze, signage, organs, vestments, tapestries, steeples, electric fixtures, lighting, flooring, sound systems, clocks, bells, and stained-glass windows.

Information contact at the mart is Marta Tovkach, St. Paul's Church Mart, 117 Pendleton St., Cincinnati, OH 45210; 513/221-8400



Scale model of the interior space of St. Paul's Church Mart shows grid structure.

Telephone executive wins SMPS award

New York—John J. Collins of New York Telephone Co. will be honored by the Society for Marketing Professional Services (SMPS) in recognition of his contribution to development of quality design services in the metropolitan area.

The annual presentation is October 19 at a dinner/dance at the Copacabana night club.

For dinner information contact Anthony Romeo, Swanke, Hayden, Connell Architects, 212/826-1880.







Club chair and ottoman from the Treillage group.
One of many original Brown Jordan Rattan designs.

Brown Jordan Rattan. Strong in character, strong in construction.

Treillage. The beauty of an original design. Handcrafted of pole rattan in the Orient to Brown Jordan Rattan's demanding specifications for commercial and residential use. Comfortable cushions rest on high-quality upholstered decking.

Write for 68-page, full color catalog. Brown Jordan Rattan, Dept. RZ672, P.O. Box 5688, El Monte, California 91734.

Showrooms: New York City · Chicago · Los Angeles · San Francisco · Dallas · Miami · Washington D.C. · Atlanta · Seattle · High Point

Circle 21 on reader service card

Southwest Center opens October 1 to serve four states

Phoenix, Ariz.—October 1 marks the opening for the Southwest Interior Design Center, a campus-style project that will triple showroom space in the metropolitan area and serve Arizona, Nevada, Utah, and New Mexico.

Located adjacent to Paradise Valley Mall, the 82,000-sq.-ft. facility contains 26 showrooms ranging in size from 1,000- to 6,000-sq.-ft. Buildings and courtyard areas are situated on 6.25 acres. Upon 100 percent leasing of the $3.6 million complex, Phase II of the project will be started by local developer Westcor Inc. To date, 16 tenants have leased more than 60 percent of the space. Among these are local and national manufacturers, multi-line firms, and distributors of furniture, fabric, frames, lighting, floor coverings, wallcoverings, fine art, imports, and antiques.

Irwin G. Pasternack, AIA, Phoenix, designed the facility to include a central courtyard and dense landscaping. Showrooms feature individual exterior entrances, receiving areas, and separated parking for trucks and passenger vehicles. Exterior show windows make displays possible.

Project orginator is Barbara Dugan FitzGerald of Bardufi Collections Ltd., a wholesale firm specializing in furniture and furnishings.

Outside Sources producing guide to Chicago showrooms

Chicago—The days of finding local showrooms by using maps and yellow pages may be over for designers/specifiers. An index of Chicago showrooms and sources is being published by Outside Sources, an organization of local manufacturers and representatives catering to the design trade.

Approximately 150 listings plus a map will show locations and addresses of showrooms. A brief description focuses on product lines with some showrooms cross-referenced for easy indexing. Listings cover a half-mile downtown radius.

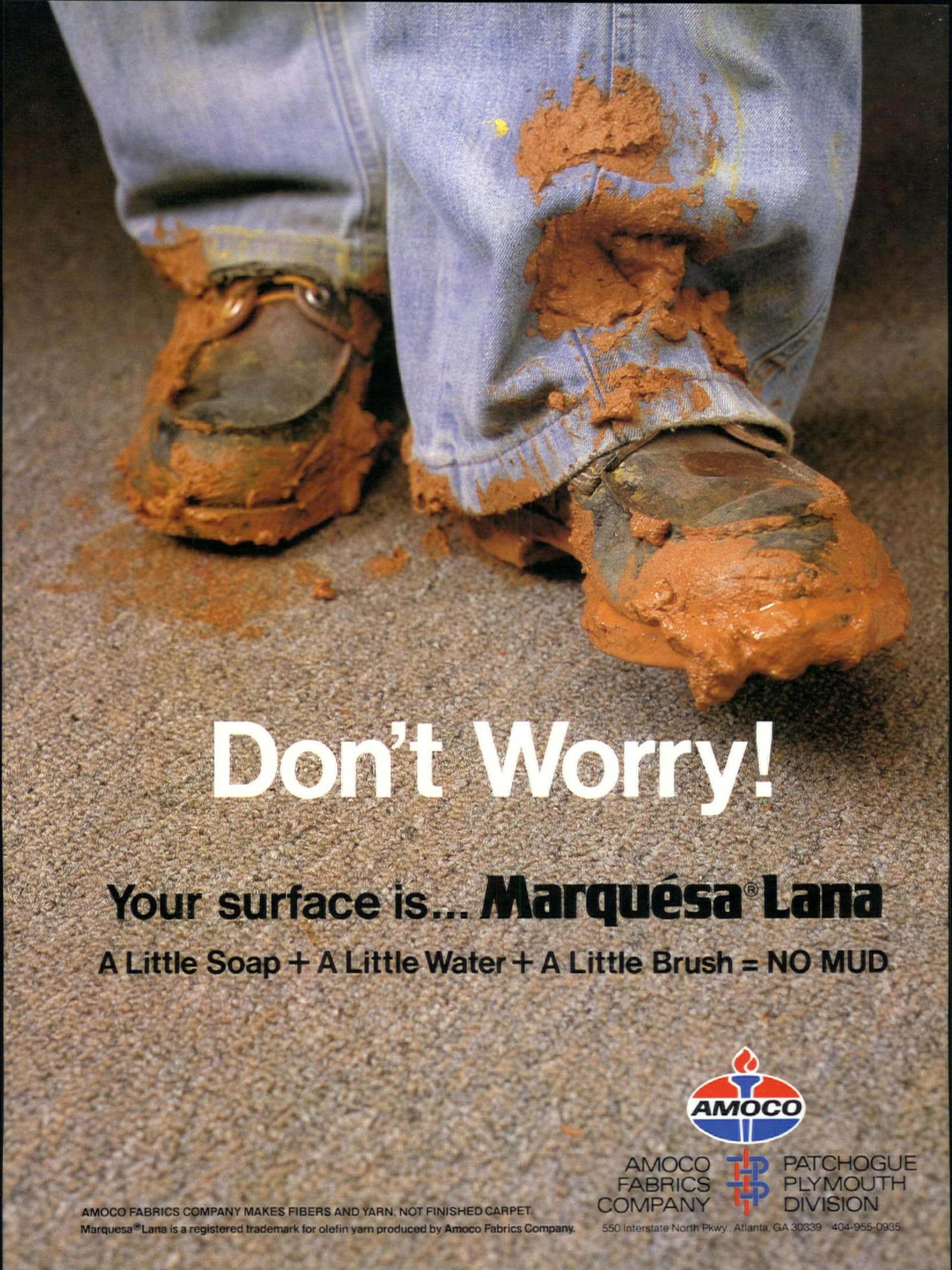
Tony Teplitz, president, Outside Sources, and president, HUJU, a showroom representing Finnish furniture, says, "We're not locked into a rigid boundary for listings in the source book. Most of the firms are within walking distance of each other but we are also listing exeptional sources that serve designers regardless of location." Other officers are vice president Eli Prouty, Prouty Designs; secretary Pan Hayes, Frameway Studios; treasurer Mark Sellers, Ironmonger; public relations representative Ruth Volid Friedland.

Membership has grown to 30 firms which meet on key issues and events planning. A mid-fall showroom walk in the downtown area is being planned for designers/specifiers.

"Increased awareness of showroom offerings is crucial," says Teplitz. "An index of sources has not been previously published and this one is timely since loft renovation for showroom space has increased dramatically."

Circle 24 on reader service card ▶


"@#*!! ...IT'S NOT MARQUESA® LANA"
THIS NEVER HAPPENS WITH
Marquésa® Lana
AMOCO
AMOCO FABRICS COMPANY
PATCHOGUE PLYMOUTH DIVISION
550 Interstate North Pkwy., Atlanta, GA 30339 404-955-0935
AMOCO FABRICS COMPANY MAKES FIBERS AND YARN, NOT FINISHED CARPET.
Marquesa® Lana is a registered trademark for olefin yarn produced by Amoco Fabrics Company.


Don't Worry!
Your surface is... Marquésa® Lana
A Little Soap + A Little Water + A Little Brush = NO MUD
AMOCO
AMOCO FABRICS COMPANY
PATCHOGUE PLYMOUTH DIVISION
550 Interstate North Pkwy., Atlanta, GA 30339 404-955-0935
AMOCO FABRICS COMPANY MAKES FIBERS AND YARN, NOT FINISHED CARPET.
Marquesa® Lana is a registered trademark for olefin yarn produced by Amoco Fabrics Company.


HSG
HON SYSTEMS GROUP
The HON Company proudly introduces the HON Systems Group, an integrated approach for the electronic office. The contemporary European influence is reflected in the soft, smooth, inviting design.
From seating and desks to support stands and mobile pedestals, HSG meets your every office furniture requirement. Examine each of the HSG components at NOPA '82. We think you will agree with us that HSG can meet the functional needs of the electronic office – beautifully.
THE HON COMPANY/MUSCATINE, IOWA 52761
DIVISION, HON INDUSTRIES
HON
Circle 25 on reader service card


ASTRONOMY



Circle 26 on reader service card

Exhibitors register for CONTRACT's CAD conference

New York—Exhibitor registration continues for the November 8-9 Computer-Aided Space Design & Management Conference co-sponsored by CONTRACT and *Facilities Design & Management* magazines. DFI/Systems, Orlando, Fla., and Information Displays Inc., Armonk, N.Y., have joined five firms with display space at the conference. Decision Graphics, Southborough, Mass., will also participate.

Other firms with exhibition space are Arrigoni Computer Graphics, San Jose, Calif.; California Computer Products, Anaheim, Calif.; Herman Miller Inc., Zeeland, Mich.; and Resource Dynamics, New York.

Seminars for designers, architects, operations managers, and facilities and corporate space planners will be held along with executive exchange roundtable discussions on "hot topics." Seminars include "How to Take the First Step Towards Computers," "Update on Developments and Applications of CAD Management," "How to Acquire Software/Hardware to Fit Your Specific Needs," and "Computer-Aided Facilities Planning—A Corporate Perspective." These are complemented by such topics as, "Computer-Aided Design and Drafting: Architecture and Interior Space Planning Applications," "How to Protect Yourself with a Software Agreement," "Computer-Aided Facilities Planning and Management, and "Office of the Future."

Roundtables promote exchange

Exchange roundtable sessions will discuss "How to Work with a Programmer," "How to Buy a Computer System Without Exceeding Your Budget," "Furniture Bar Coding," "Facilities Management Problems," Design/Drafting Systems Review," and "Case Study: Evolution of Office Automation in a Large Corporation."

Leaders and speakers from Environetics International, RMM Inc., Interspace Inc., AT&T Long Lines, Owens-Illinois, Master Design Corporation, and the Social Security Administration will participate. Alvarez, Taracido, & Associates, the Facility Management Institute, and Brown, Raysman, & Millstein will also be represented at the event.

Industry leaders advise

Honorary Industry Advisory Board members for the conference include Joy Adcock, ASID, Designers, East Lansing, Mich.; Antonin Aeck, Aeck Associates, Atlanta, Ga.; David Armstrong, Facility Management Institute, Ann Arbor, Mich.; James R. Boyce, DFI/Systems, Orlando, Fla.; Eugene M. Daniels, Counterpoint Inc., Knoxville, Tenn.; Robert L. Engel, R.L. Engel & Associates, Chatham, N.J.; Parker Hirtle, Bolt Beranek & Newman Inc., Cambridge, Mass.; Carl Machover, Machover Associates, White Plains, N.Y.; and Joel Orr, Orr Associates, Danbury, Conn.

For exhibit information, contact Justin LeWand, exhibit sales director, 212/391-9111. To register, contact Computer-Aided Space Design & Management Conference, c/o Gralla Conferences, 1515 Broadway, New York, NY 10036; 212/869-1300.



204 EXCITINGLY NEW STRIPED VERTICAL BLIND IDEAS FROM LOUVERDRAPE®

At LouverDrape® we have long recognized the potential for exciting Stripe Louver Patterns for window coverings made of selective combinations of our 60 Amalfi colors.

We now have systemized a program which allows you to choose from 9 Stripe Louver Patterns and 204 color combinations ordered to your custom width. Ordering is easy, just specify the size and pattern from our catalogue and we do the rest. These designs are available with 102 color combinations as free hanging Amalfi fabric or 102 as Amalfi inserts in our Clear-Edge LouverGroover.® The opaque back of the Groover has two advantages, it gives the blind opacity plus the light colored back reflects as much as 75% of the solar radiation entering the room through the window.



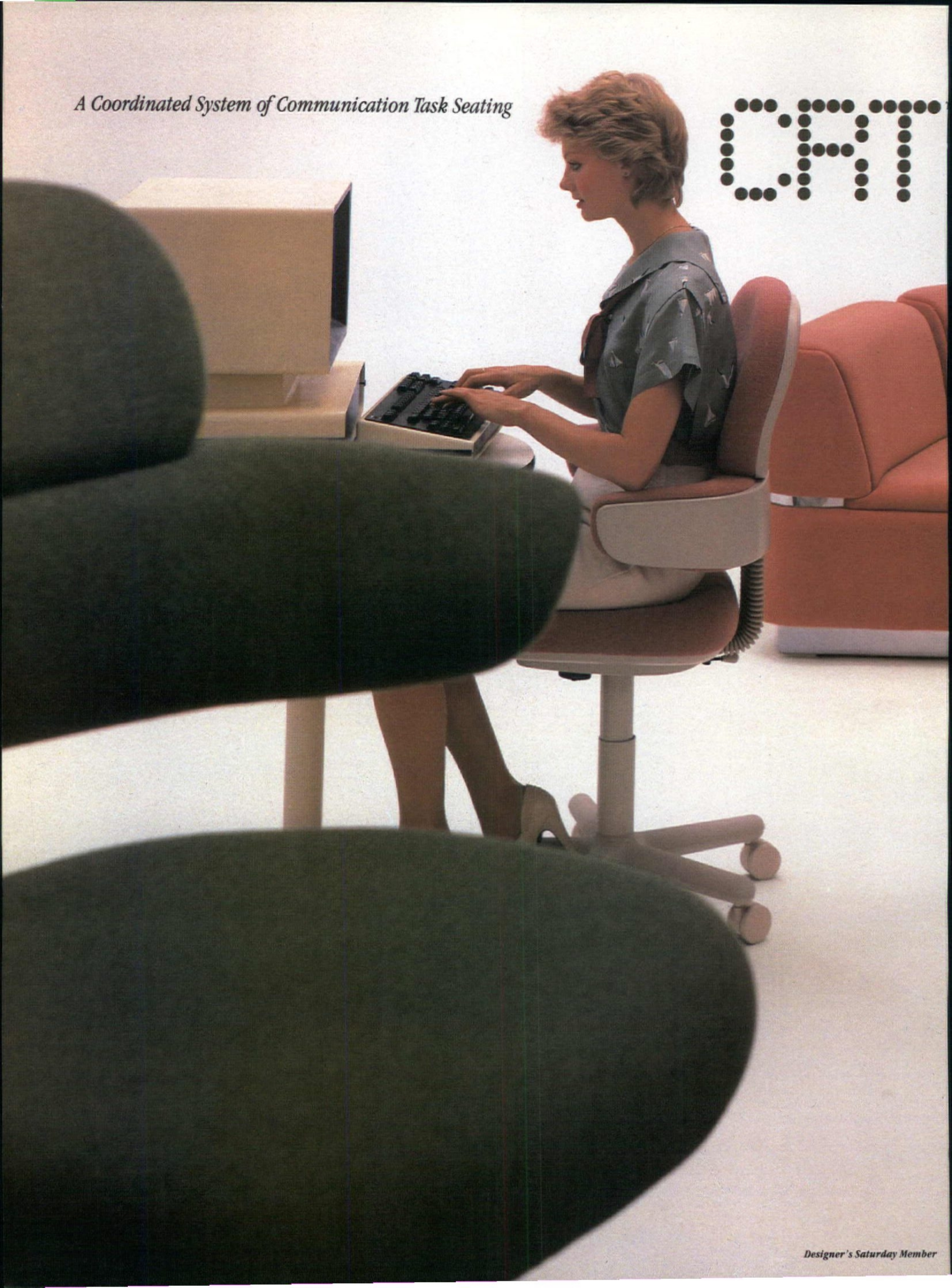
As you can see from these photos, the use of multicolored LouverDrape® Vertical Blinds is an exciting departure from single colored vertical blinds.

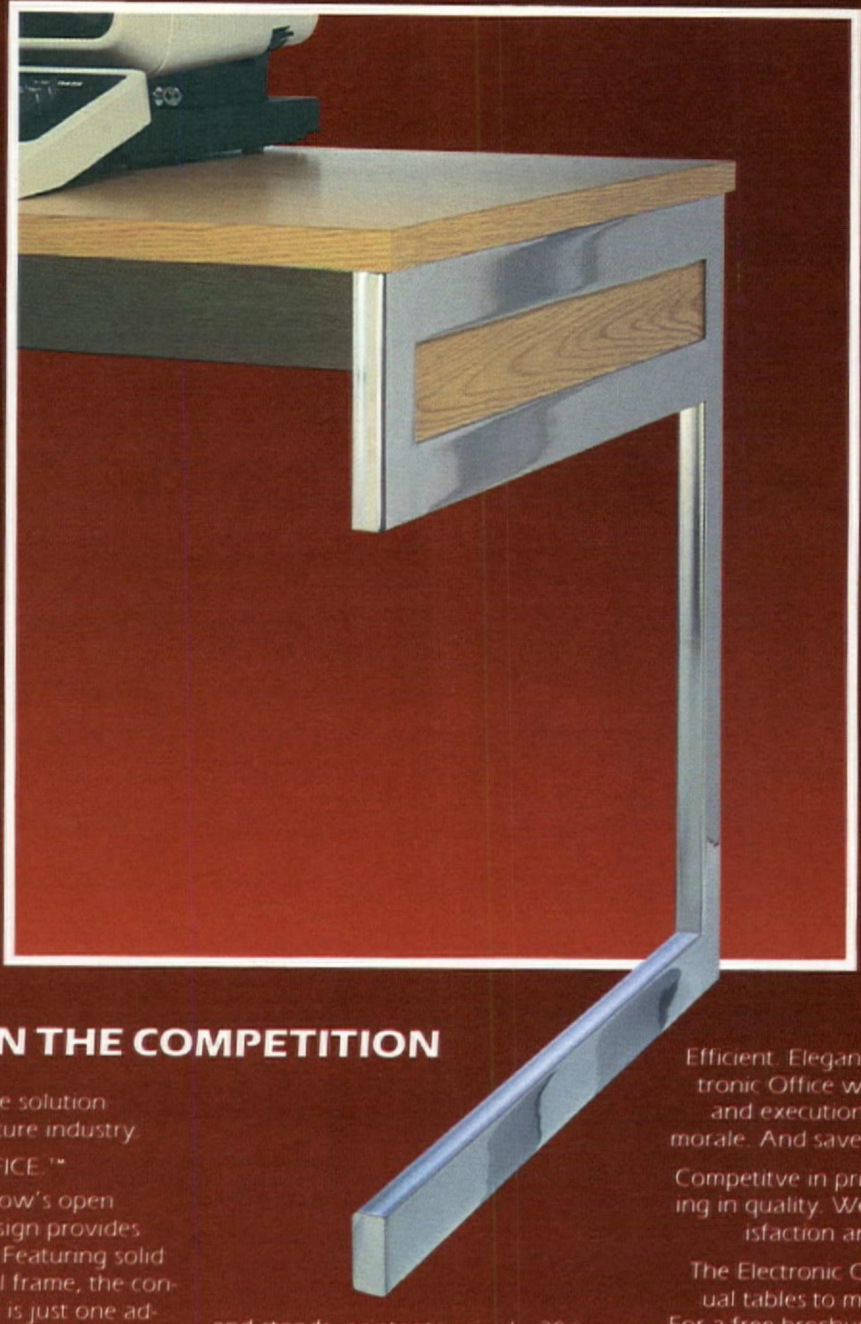
Write for our free 32 page full color catalogue of 204 Exciting Stripe Ideas from LouverDrape.® It contains additional photos and examples of the 102 color selections.

ALWAYS INSIST ON 100% LouverDrape QUALITY Louver Drape®

LOUVERDRAPE,® INC., 1100 COLORADO AVE.
DEPT. J8 SANTA MONICA, CALIFORNIA 90401

Circle 28 on reader service card


A Coordinated System of Communication Task Seating
CRT
Designer's Saturday Member



A LEG UP ON THE COMPETITION

Presenting the ultimate solution to the computer furniture industry.

THE ELECTRONIC OFFICE.™

Developed for tomorrow's open office, its exclusive design provides strength and stability. Featuring solid welded 16-gauge steel frame, the contemporary chrome leg is just one advanced element of this unique furniture system.

You'll also appreciate its clean versatile design. The handsome decorative colors. Unique wire management. The selection of ergonomic terminal tables and stands, printer terminals, 30,° 60,° or 90° corner units, returns, complementary seating and more.

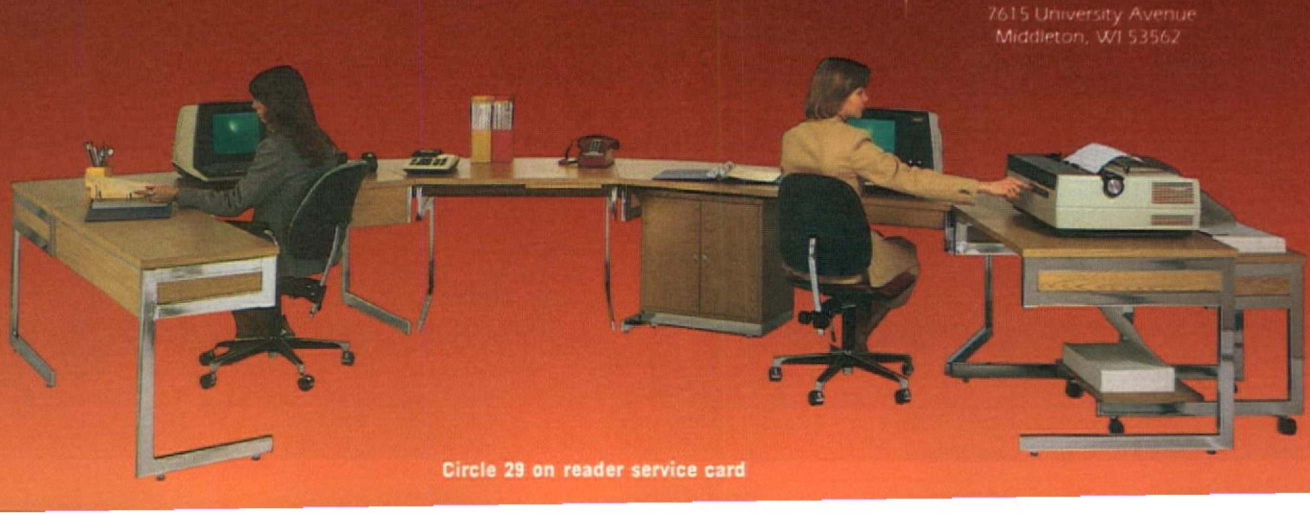
This system delivers the flexibility to complement any electronic environment.

Efficient. Elegant. Exclusive. The Electronic Office will help reduce access and execution time. Improve office morale. And save valuable floor space.

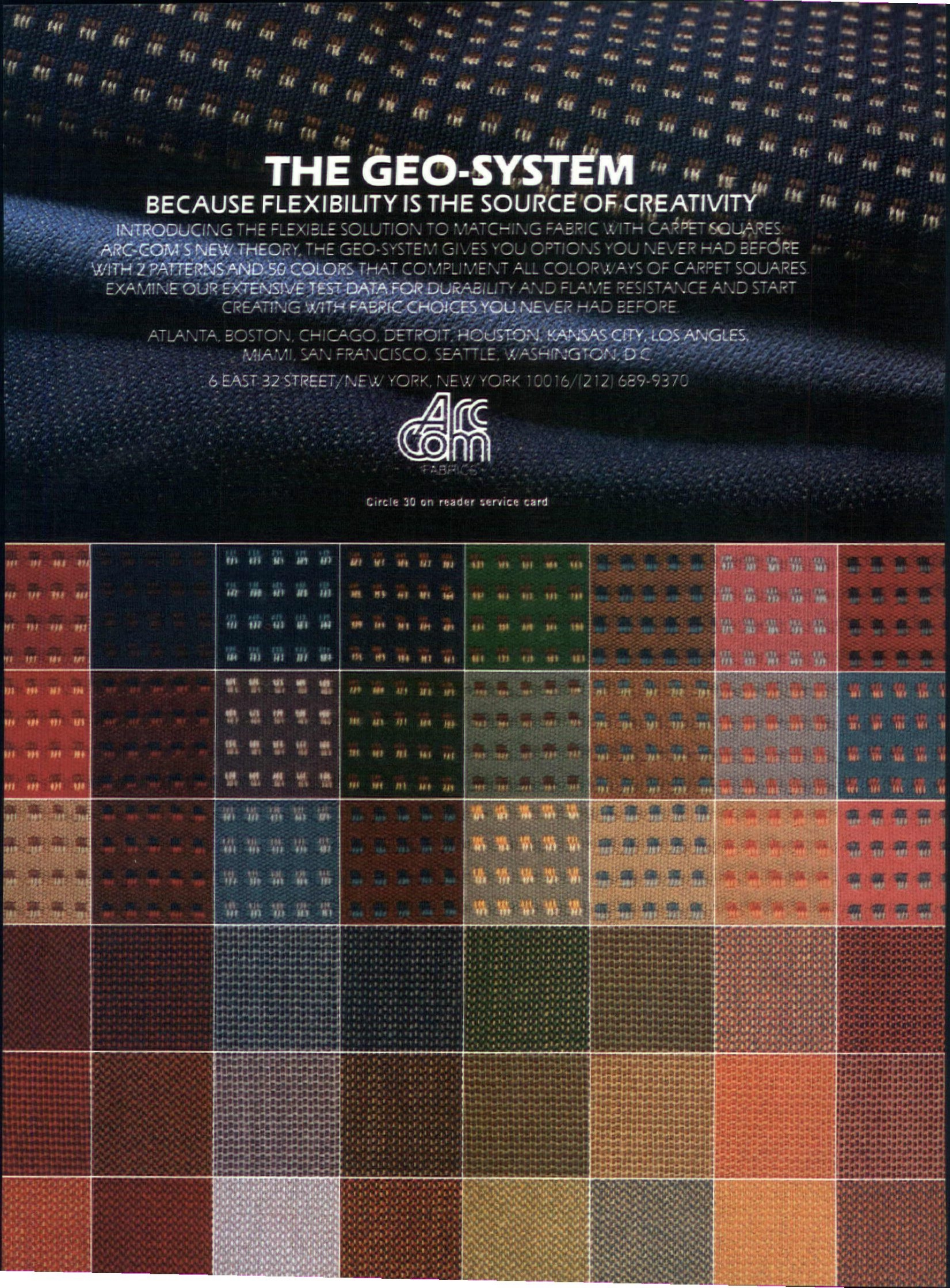
Competitve in price yet uncompromising in quality. We guarantee your satisfaction and invite comparison.

The Electronic Office system. Individual tables to multiple work stations. For a free brochure, details, and ordering information, write or call collect **608/836-1911.**

DECAR
CORPORATION
A DOLORIS CORP. Company
7615 University Avenue
Middleton, WI 53562



Circle 29 on reader service card


THE GEO-SYSTEM
BECAUSE FLEXIBILITY IS THE SOURCE OF CREATIVITY
INTRODUCING THE FLEXIBLE SOLUTION TO MATCHING FABRIC WITH CARPET SQUARES. ARC-COM'S NEW THEORY, THE GEO-SYSTEM GIVES YOU OPTIONS YOU NEVER HAD BEFORE WITH 2 PATTERNS AND 50 COLORS THAT COMPLIMENT ALL COLORWAYS OF CARPET SQUARES. EXAMINE OUR EXTENSIVE TEST DATA FOR DURABILITY AND FLAME RESISTANCE AND START CREATING WITH FABRIC CHOICES YOU NEVER HAD BEFORE.
ATLANTA, BOSTON, CHICAGO, DETROIT, HOUSTON, KANSAS CITY, LOS ANGLES, MIAMI, SAN FRANCISCO, SEATTLE, WASHINGTON, D.C.
6 EAST 32 STREET/NEW YORK, NEW YORK 10016/(212) 689-9370
Arc Com
FABRICS
Circle 30 on reader service card

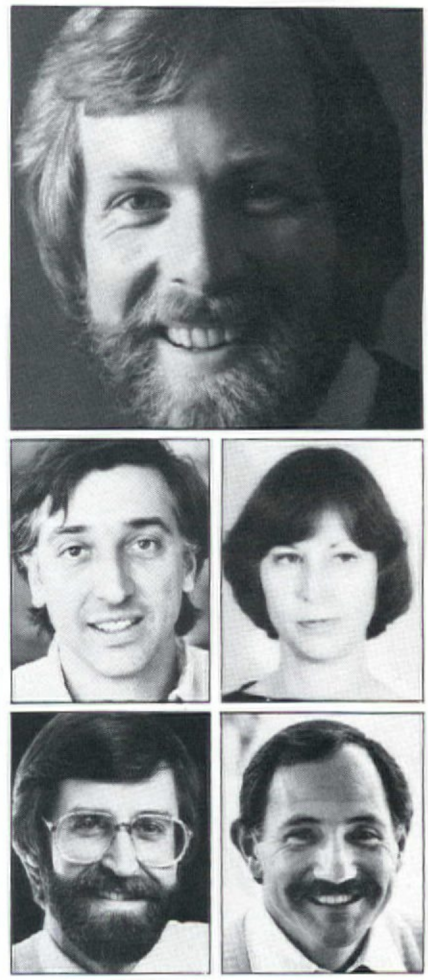
IBD/CONTRACT winners to be feted at October 15 gala

New York—Winners and entrants in the Institute of Business Designers (IBD)/ CONTRACT Product Design Competition will be honored during Designer's Saturday with a reception and dinner at the Helmsley Palace Hotel, October 15.

Initiated to recognize innovation in design, the awards cover 28 categories of contract furniture and furnishings. "Best of Competition" winner will be pictured on the November cover of CONTRACT. Gold, silver, and bronze awards may be given in each of the categories.

An audio-visual event and wine reception will be held to recognize entrants and winners at 6:30 p.m. Awards will be presented at a dinner following the reception. Both events are open to manufacturers and members of the design community.

Judges for the awards are David F. Cooke, FIBD, national president of IBD, vice president, Design Collective Incorporated, Columbus, Oh.; Charles Pfister, Pfister Associates, San Francisco, Calif.; Dean Lindsay, Kornick/Lindsay, Chicago, Ill.; Bruce Hannah, Hannah Designs, Cold Springs, N.Y.; Dr. Jo Ann Thompson, Department of Textiles and Merchandising, University of Tennessee, Knoxville, Tenn.



Selecting award winners for CONTRACT/IBD design competition are judges (clockwise from top) David Cooke, FIBD; Dr. Jo Ann Thompson; Charles Pfister; Dean Lindsay; Bruce Hannah.

For reservations clip the form in this issue or contact IBD, 1155 Merchandise Mart, Chicago, IL 60654; 312/467-1950. Cost of the wine reception is $20; the entire event including reception, dinner, and bar is $95. Black tie is optional attire.

The awards are co-sponsored by CONTRACT and IBD. Event chairman is Charles Gelber, FIBD, president emeritus of IBD. Officers include David Cooke, FIBD, president; Jo Heinz, FIBD, past president; Eugene Daniels, FIBD, vice president; Fred Shapiro, IBD treasurer.





SERIES 1600
ALMA

CEO to CRT, Alma knows what works.

Efficient enough for the general office area. Handsome enough for the executive suite. That's the beauty of the Alma Series 1600...and that's why it works.

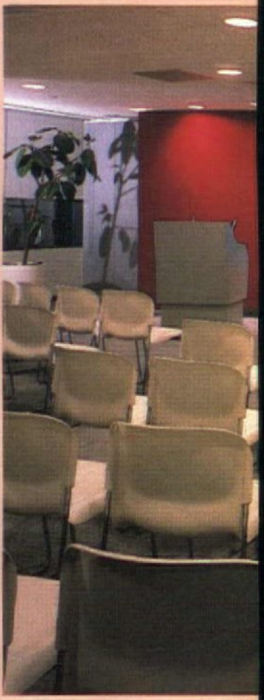
To see the complete series of desks, credenzas, conference and accessory tables in a choice of four finishes, visit our showrooms or contact us at the address listed below.



alma

Alma Desk Company,
Box 2250,
High Point, N.C. 27261

Showrooms:
919 Third Ave., New York; 1140 Merchandise Mart Plaza, Chicago; Southern Furniture Market Center, High Point; Suite 200, Six Piedmont Center, Atlanta; 633 World Trade Center, Dallas; Also in Houston, Kansas City, Seattle, Denver, San Francisco & Los Angeles.


Circle 35 on reader service card →

ANGLE STEEL MODULAR SORTING STATIONS:

They're Available in Twelve Colors or Five Days.



Our modular approach delivers a lot of flexibility. Table modules come with or without shelves or sliding doors underneath.

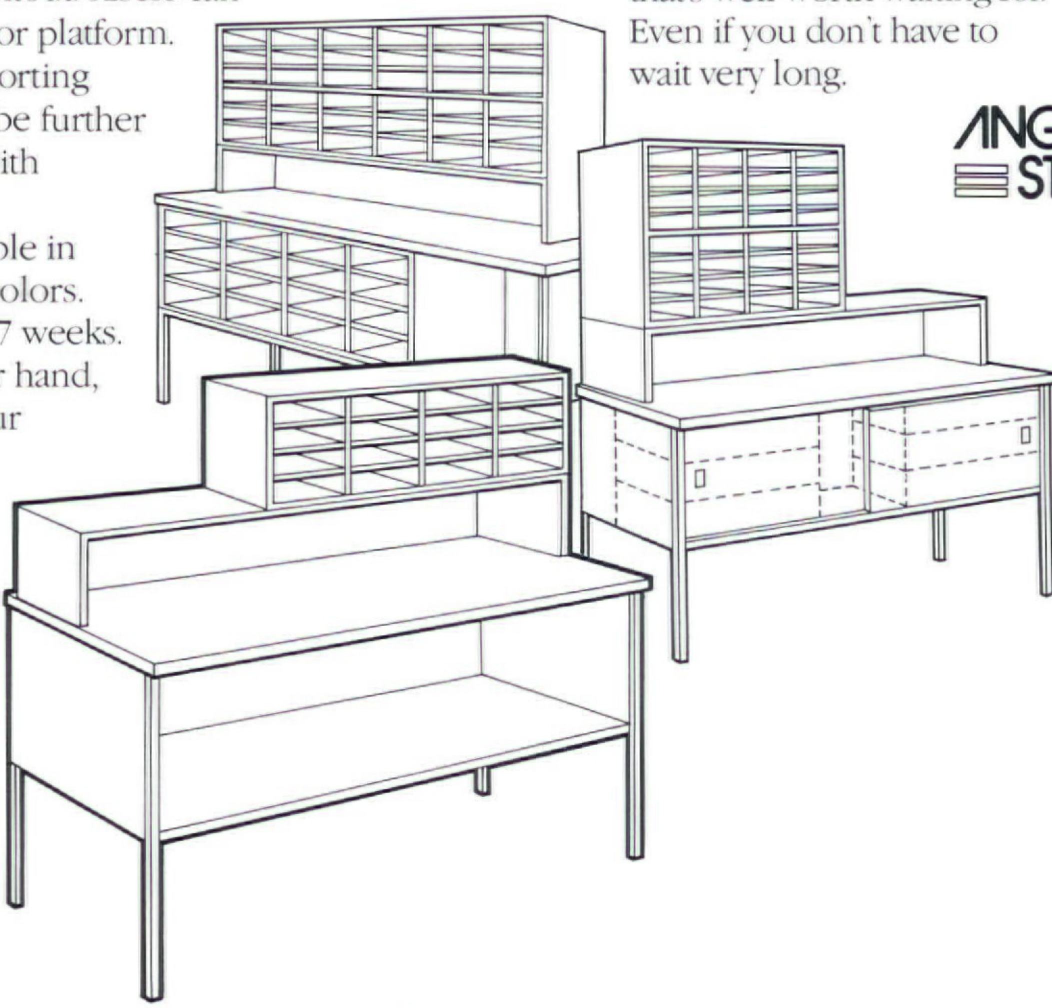
Sorting files come designed for letter, legal, and EDP printout. Risers can be standard or platform. Assembled sorting stations can be further combined with each other.

All available in 12 exciting colors. Takes about 7 weeks. On the other hand, if you like our popular models and our shade of putty, we can ship a lot quicker. Within 5 working days.

Either way, you can expect the same construction quality: the highest. We use cold-rolled, 18-gauge steel throughout. We press-punch with precision dies. And we resistance-weld all stress points.

In sum, we offer a sorting station that's well worth waiting for. Even if you don't have to wait very long.

ANGLE STEEL™



Write for complete details.
Angle Steel • Plainwell, Michigan 49080
Division of Kewaunee Scientific Equipment Corporation

Circle 36 on reader service card


Designers are saying . . .
"The best new idea in window fashions in years."
softlight shades by del mar
Not a metal blind but a beautiful woven and pleated fabric.
From versatile neutrals to a rainbow of colors . . . from softly transparent sheers to private opaques, Del Mar Softlight Shades create the crisp, clean look of metal blinds with the warm touch of fabric. So simply elegant they perfectly complement traditional as well as modern interiors . . . and fill them with soft filtered light. So practical they can reflect up to 87% of the sun's heat and glare . . . and insulate against winter chill. All these features in a design so compact that Softlights virtually disappear when not in use. A truly revolutionary new innovation in window fashions; Softlight Shades are fast becoming the choice product among leading designers. Ask for them by name.
Circle 38 on reader service card
del mar
softlight shades
The Designers' Choice

CONTRACT QUOTES

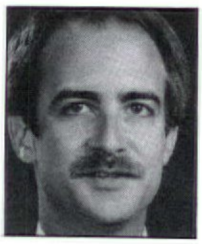
SPECIFYING COM FABRICS CAN CHANGE SEATING



Ed Epstein
President
Stendig
New York—

“Fabrics developed by an independent textile house and applied COM to seating pieces can cause big problems for furniture manufacturers, depending on order size. Stitching details, shown on a standard chair, may change with a COM fabric weight and throw off the original specs. Fabric houses often change order numbers. If the designer doesn't know this and has the fabric shipped directly to the manufacturer, the factory may apply the wrong fabric. This can be a very costly mistake. Upholstered furniture manufacturers are now either developing their own textile divisions or aligning closely with fabric houses to overcome these problems. I believe upholstery and furniture manufacture is becoming one business.”

DESIGN SCOPE BROADENS WITH CLIENT EDUCATION



Stephen H. Iossi
Product Planning
& Development
Kimball/Artec
Jasper, Ind.—

“Since clients are more cost conscious they are becoming more educated to products, quality, design, detailing. IBD and ASID have promoted a higher level of knowledge about design, and contract designers are more in touch with a broad market. This shift has come about with a move into systems and improvements in space planning. Effective interior design is no longer reserved for the elite. People, function, *then* esthetics seems to be the priority order for design. It seems important that this trend continue.”

MEN'S FASHION BRINGS TRENDS TO FABRIC LINES



Keith Gordon
V.P.
Architex Intl.
Chicago, Ill.—

“There is a definite emphasis on classics in fabric—in particular, colors such as khaki, navy, and other conservative hues as well as multicolors. Wools are getting more popular, in part due to the costliness of synthetics. As the apparel market weakens, the influence of men's fashion on contract is being felt. In addition, more and more designers are looking to specialty resources due to their delivery and pricing abilities for the contract market.”

DEALERS FACE DRAMATIC CHANGES



Hugh Stommel
Principal
Stommel Associates
Darien, Conn.—

“There are sweeping changes taking place in the contract dealer's role. Due to thinner profit margins, problems with discounting and direct sales by manufacturers, dealer service will take a stronger position. Dealer mergers on a regional basis will occur. Narrower definition of market targets and formation of cooperatives in areas such as financing are demanded. Greater service capacity may ensue.”

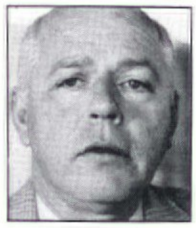
CONTRACT TAKES LIBERAL TURN



Derek A. Lee Jr.
V.P. Marketing
Lee/Jofa
New York—

“Design in contract fabrics is becoming more liberal. Pattern, for example, is more accepted now than years ago. There are more contract fabric wallcoverings such as silks and other esoteric materials.”

WARM COLOR RANGES, NEOCLASSICS POPULAR



Robert Herring
V.P.
Schumacher
New York—

“From a design standpoint, there hasn't been too much innovation. However, neoclassicism has taken hold, if even for a temporary time. Grayed greens, dusty purples are popular.”

QUALITY CONTROL NEEDED



Hank Loewenstein
President
Loewenstein Inc.
Ft. Lauderdale, Fla.—

“Quality control is a never-ending process with manufacturers. Volume businesses have to be on constant guard about de-bugging items. In addition, they must be alert to situations where products are specified for the wrong purpose.”

#1

A Revolution in seating design. A Revelation in seating comfort. Vecta Contract's Wilkhahn FS Seating. A whole new standard for office seating. Unlike anything you've known. Springs and fulcrums linked together with seats and backrests in a way never before accomplished.



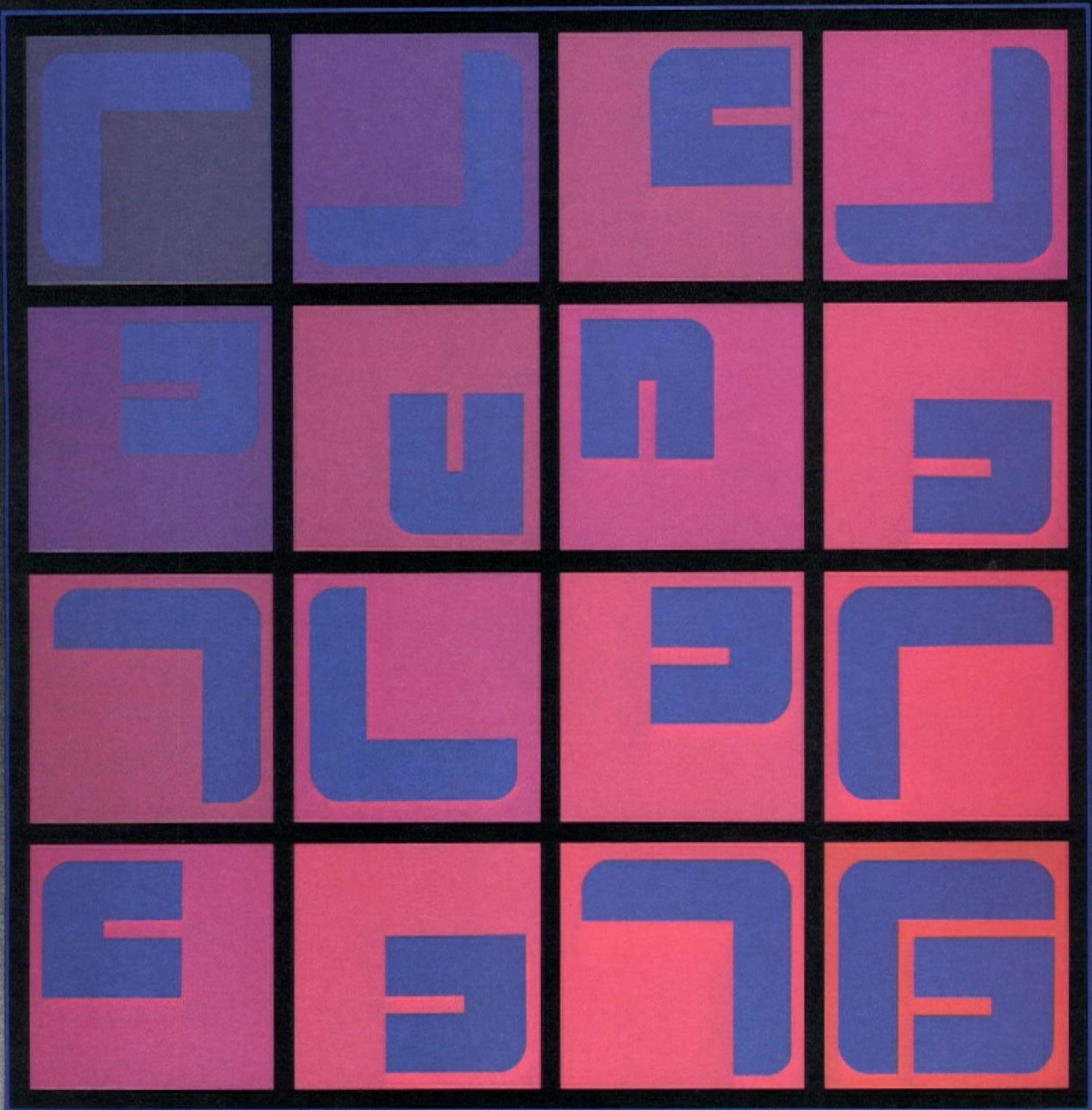
The result? Seating that senses, conforms and adjusts to your every body movement—instantly. You won't believe it until you try it.

Proof? Yours for the sitting. From the whole new world of seating at Vecta Contract.





GF Business Equipment, Inc.

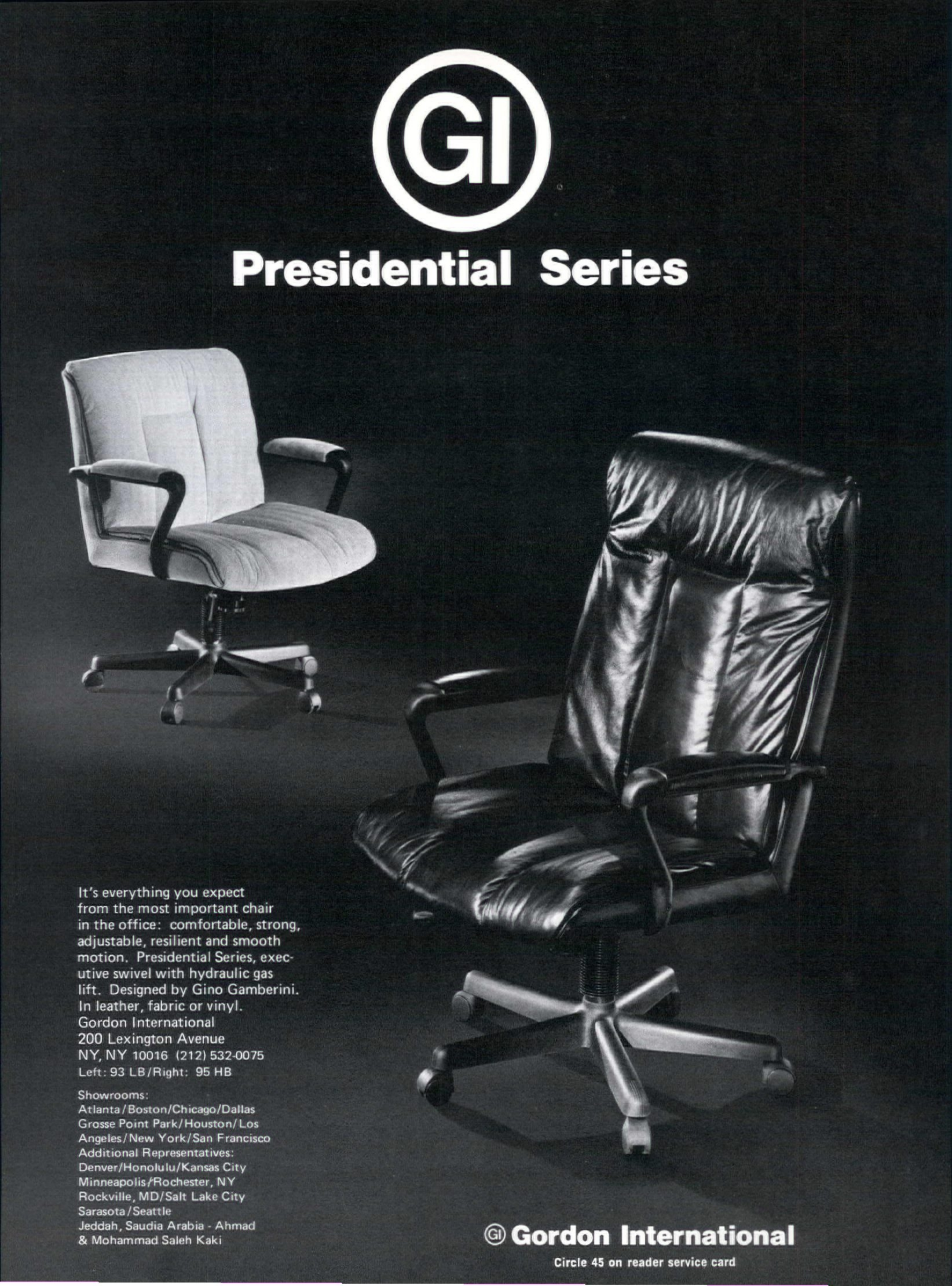


Evolving designs
in contemporary seating,
systems and solutions

Designer's Saturday 1982
Visit our showroom at 655 Madison Avenue, New York

GF Business Equipment, 229 East Dennick Avenue, Youngstown, Ohio 44501 (216) 746-7271


Wall-Pride Fabric.
The most colorful item on the agenda.
If you're involved with contract interiors, incorporate excitement into your next project. Wall-Pride contract fabrics and wallcoverings provide a complete resource for the Architect, Specifier and Interior Designer. We have colors and textures in stock to complement the image you have in mind.
WALL-PRIDE, INC.
UPHOLSTERY & WALLCOVERING
For sampling and nearest showroom contact Wall-Pride at P.O. Box 7151, Van Nuys, CA 91409, (213)997-2700.
Du Pont
TEFLON
soil & stain repeller
Shown: Wool Brigade and Wool Granite available in 42 color ways.
Circle 44 on reader service card


GI
Presidential Series
It's everything you expect from the most important chair in the office: comfortable, strong, adjustable, resilient and smooth motion. Presidential Series, executive swivel with hydraulic gas lift. Designed by Gino Gamberini. In leather, fabric or vinyl.
Gordon International
200 Lexington Avenue
NY, NY 10016 (212) 532-0075
Left: 93 LB/Right: 95 HB
Showrooms:
Atlanta/Boston/Chicago/Dallas
Grosse Point Park/Houston/Los Angeles/New York/San Francisco
Additional Representatives:
Denver/Honolulu/Kansas City
Minneapolis/Rochester, NY
Rockville, MD/Salt Lake City
Sarasota/Seattle
Jeddah, Saudia Arabia - Ahmad & Mohammad Saleh Kaki
GI Gordon International
Circle 45 on reader service card

CONTRACT TECHNOLOGY

Pass-through design simplifies terminal sharing, info exchange



Recently added to the GF Open Plan System (OPS) was the Pass-Thru panel component for easy access to equipment and material exchange. Swivel work surface adds versatility to unit.
Circle No. 438.

Mobile radio suited to on-site usage



Synthesized MOTRAR 20 Trunked Mobile/Control Station Radio allows two-way communication in the 800 MHz frequency range. Developed by Motorola's Communication Sector, the unit's solid state circuitry and microprocessor control results in elimination of frequency selection, squelch controls, monitoring requirements, channel elements, reeds, and code plugs to provide automatic call-back. Radio is equipped with 20-channel operation and is suited for construction, utilities, and industrial markets, as well as other areas.
Circle No. 439.

Collator handles most paper stock with gravity feed operation

Simplimatic 30 station collating system from Michael Business Machines handles a variety of paper stocks with gravity feed pulling paper to collator. Each bin holds up to 350 sheets and may be reloaded during operation. As many as 30 sheets can be collated, stapled, and stacked at a rate of 1800 sets per hour. Optional on-line stitching allows fast production of multi-page booklets. Unit requires 15 sq. ft. of space and is equipped with casters. Operation is via standard 110-volt, 60-hz. current.
Circle No. 440.



Software program expansion aimed at microcomputers

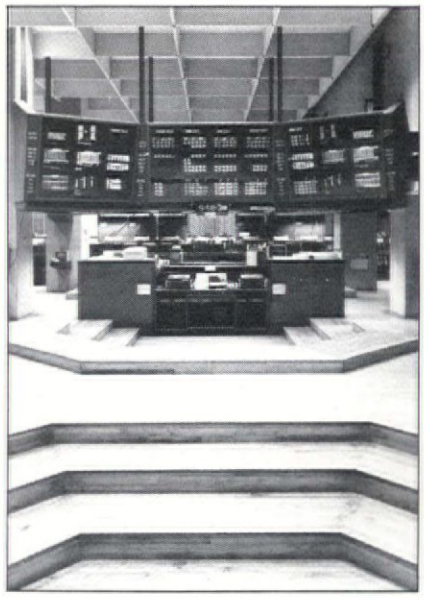


Computer-aided planning (CAP) software program from Herman Miller Inc. has been expanded to incorporate a desk-top microcomputer-based system available for use through a licensing arrangement.

Designed for dealers, architects, designers, and facility managers, programs serve as a tool for developing planning-related documents such as specification lists, cost summaries, and order reports. CAP also includes optional graphic capabilities for production of elevation drawings.

Use of CAP eliminates manual product and pricing tabulations. Price discounts are automatically calculated, and project data is stored for easy change with retrieval.
Circle No. 441.

Award-winning trading room features CRTs



Overhead CRTs which display needed currency exchange information are a prominent feature in the Society of American Registered Architects award-winning New York Futures Exchange trading room, designed by Bonsignore, Brignati & Mazzotta Architects. Comprising 10,000 sq. ft., the trading floor accommodates 700 people at three separate trading rings, each with its own overhead CRT bank.

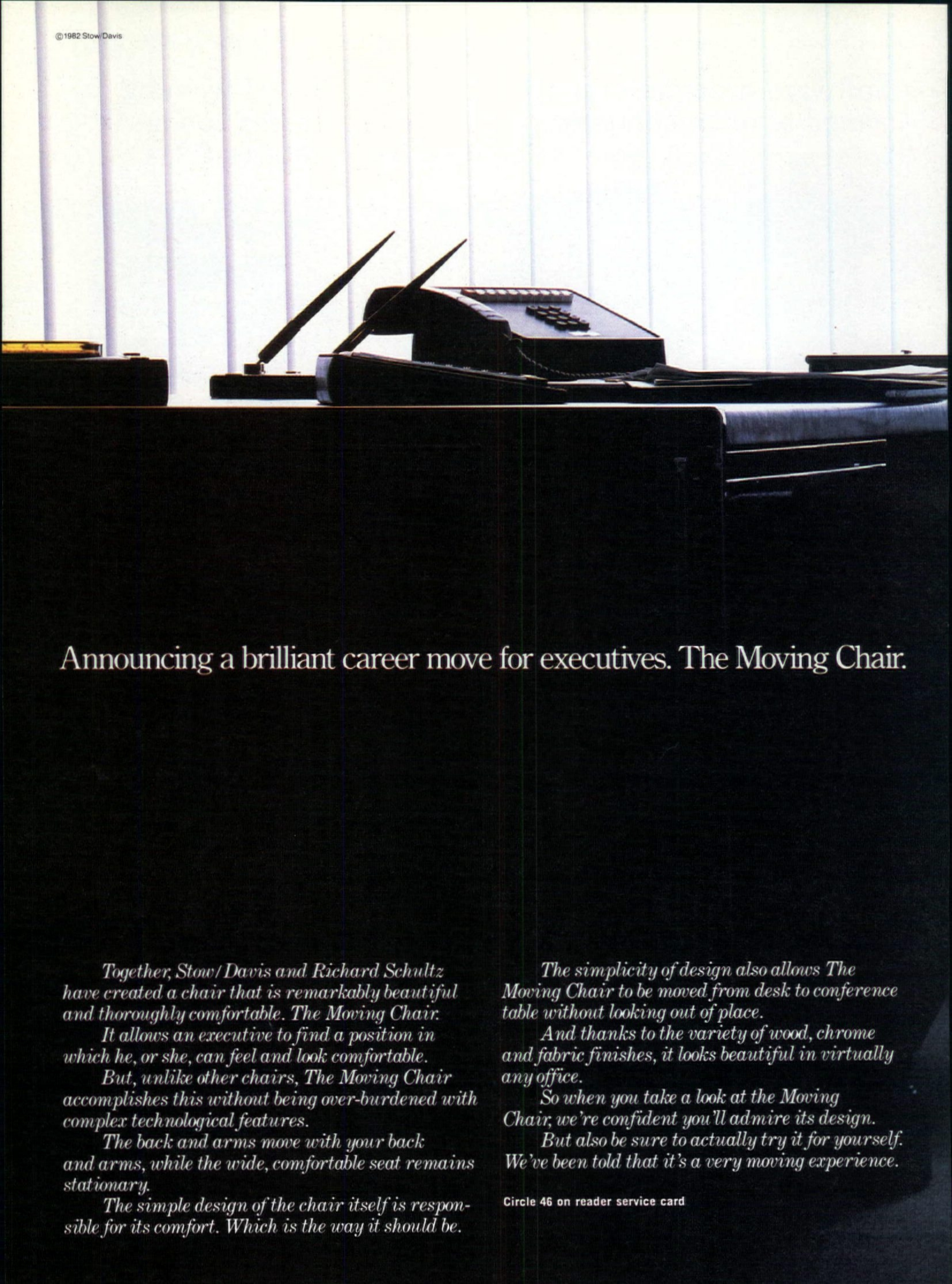
Multi-media room integrates audio, video, computer capability



Large projection video screens and monitors, audio systems, computers, and printers are successfully integrated in this multi-media environment designed by Lee Najman. Concept enables executives to view video tapes, cable information services, news reports, and computer data simultaneously. Environments are customized to user specifications. **Circle No. 432.**

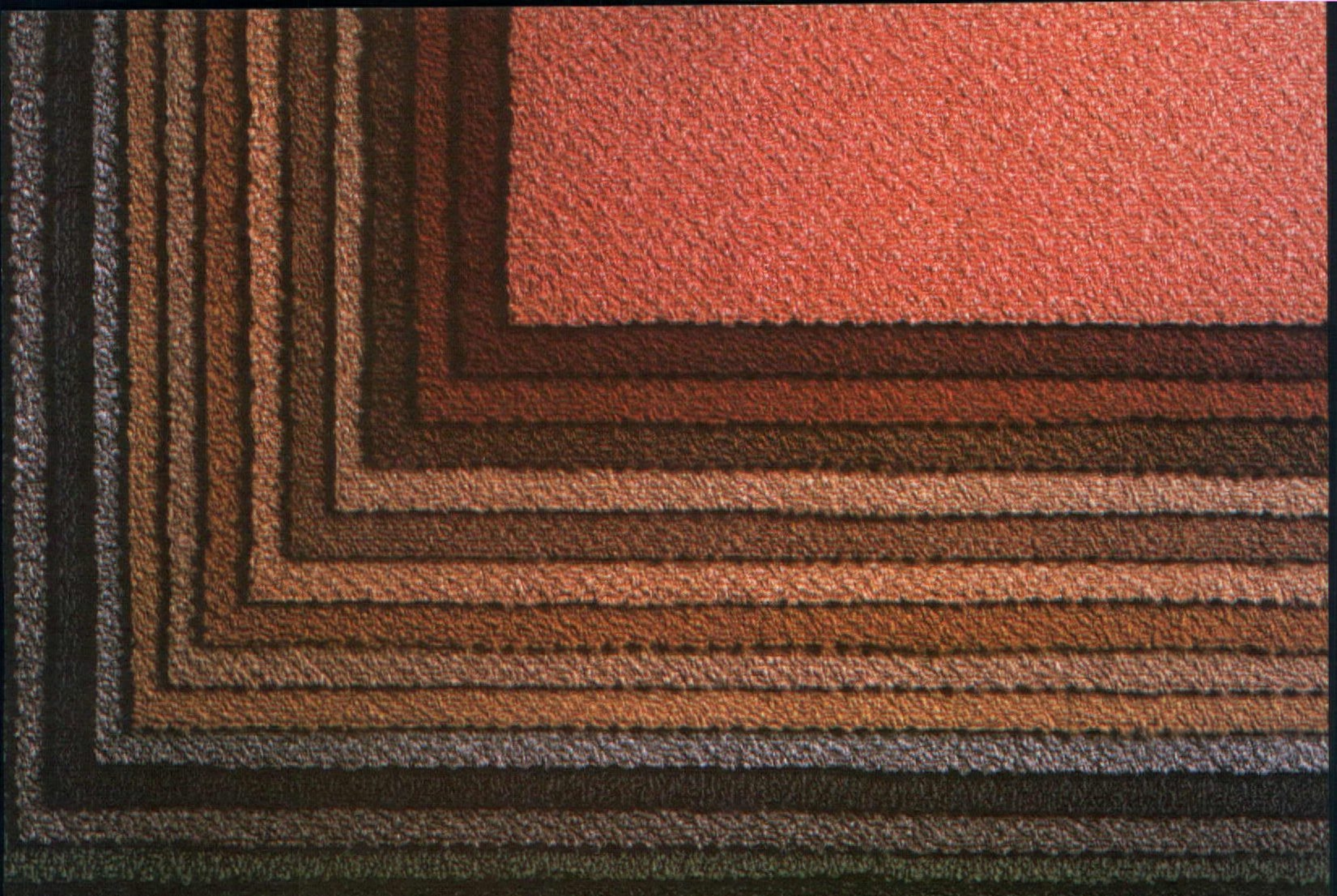
Cut-out desk tops stabilize word processors

Custom work tops with cut-outs which hold word processing machines in place are now offered by Rockaway Metal Products. Machine bases fit in surface openings, preventing word processors from moving when in use. Cut-outs are custom made to accommodate individual machines and can be located at any point on the work surface. Cable holes are also provided. Optional capboards which cover cut-outs are also available. **Circle No. 427.**


©1982 Stow/Davis
Announcing a brilliant career move for executives. The Moving Chair.
Together, Stow/Davis and Richard Schultz have created a chair that is remarkably beautiful and thoroughly comfortable. The Moving Chair.
It allows an executive to find a position in which he, or she, can feel and look comfortable.
But, unlike other chairs, The Moving Chair accomplishes this without being over-burdened with complex technological features.
The back and arms move with your back and arms, while the wide, comfortable seat remains stationary.
The simple design of the chair itself is responsible for its comfort. Which is the way it should be.
The simplicity of design also allows The Moving Chair to be moved from desk to conference table without looking out of place.
And thanks to the variety of wood, chrome and fabric finishes, it looks beautiful in virtually any office.
So when you take a look at the Moving Chair, we're confident you'll admire its design.
But also be sure to actually try it for yourself. We've been told that it's a very moving experience.
Circle 46 on reader service card


SD
STOW|DAVIS
GRAND RAPIDS







CONWED PRESENTS THE GREATEST STORY NEVER TOLD.

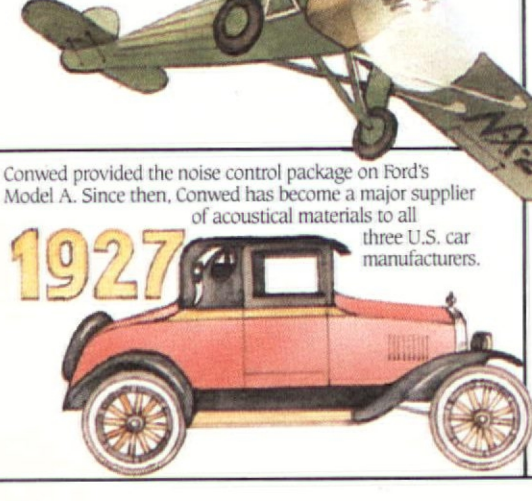
In the beginning, Conwed made insulation. □ A unique wood fiber house insulation that set the standard for the industry. □ And laid the groundwork for all the innovative interior products we've created over the past 60 years. □ From the acoustical blanket that lined the cockpit of Lindbergh's Spirit of St. Louis, to patented freestanding acoustical office panels, to the total high performance workplace design. □ They're all a part of what Conwed is today. □ And The Greatest Story Never Told. □



Conwed created Balsam-Wool insulation—the true forerunner of today's housing insulation—considered so revolutionary, it's now on display in the Smithsonian.



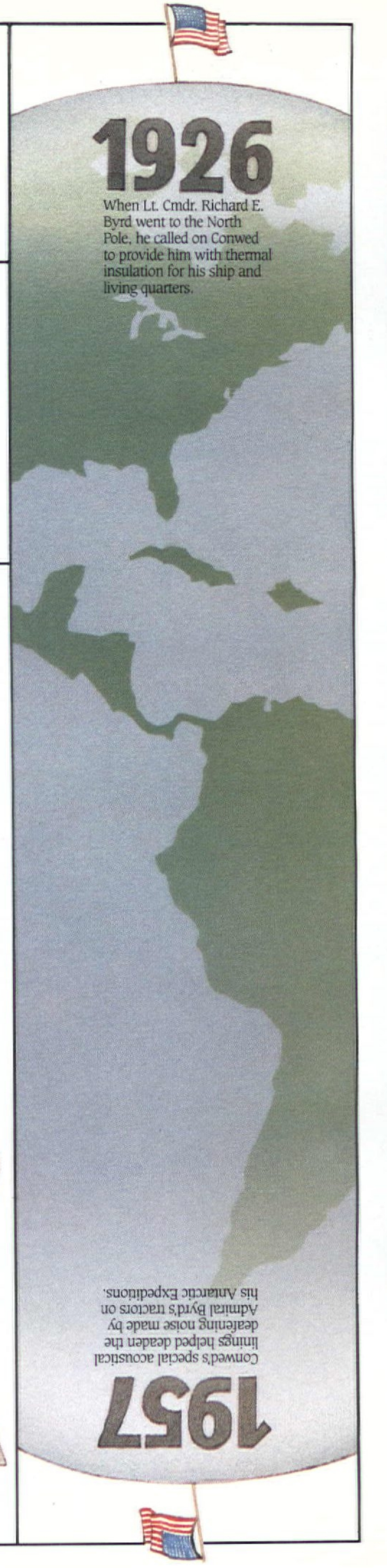
Conwed designed the acoustical blanket that lined the cockpit of Lindbergh's Spirit of St. Louis on his historic trans-Atlantic flight.



Conwed provided the noise control package on Ford's Model A. Since then, Conwed has become a major supplier of acoustical materials to all three U.S. car manufacturers.

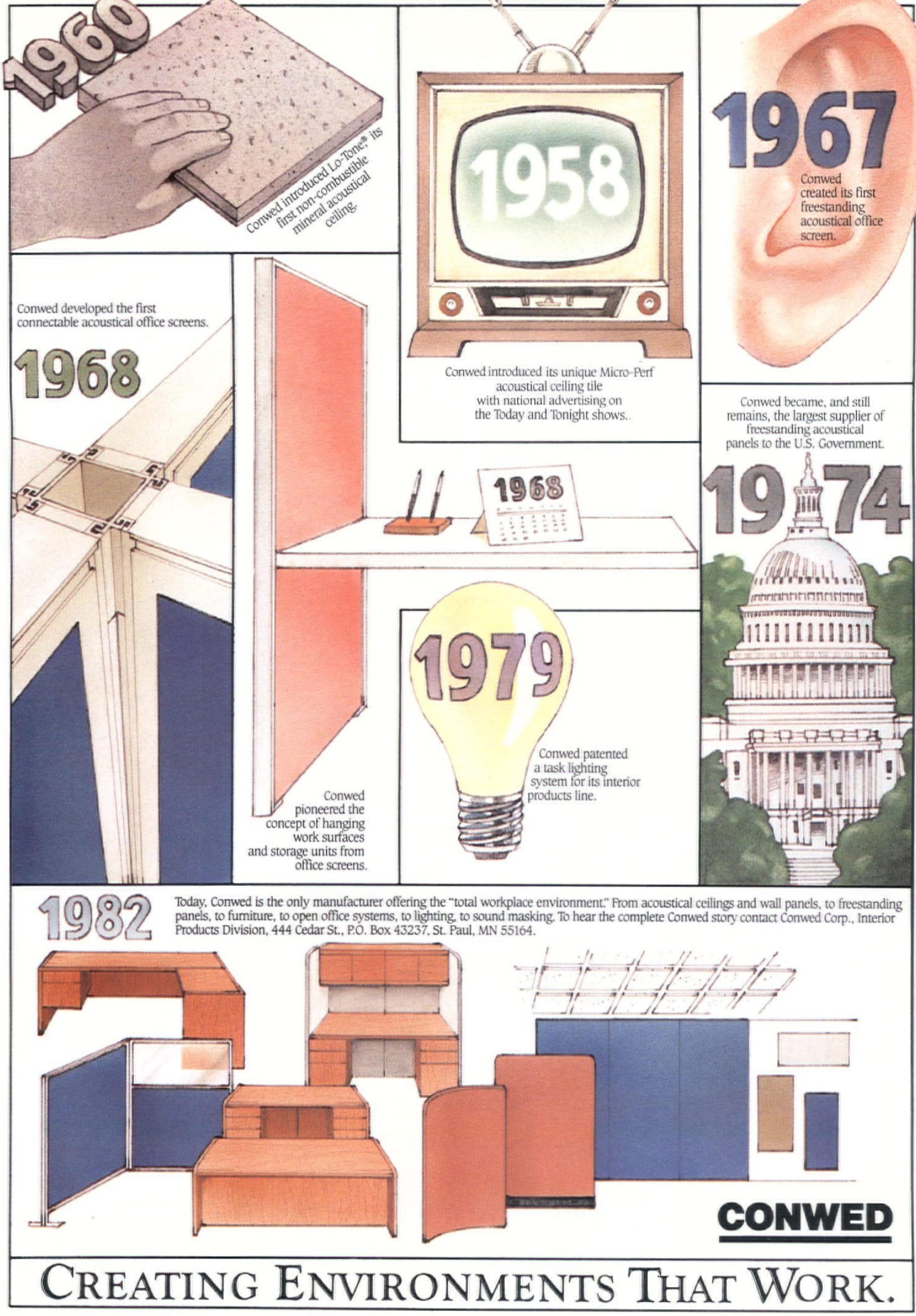


Conwed manufactured the acoustical insulation that was installed in Hollywood's first "talkie" sound stages.



When Lt. Cmdr. Richard E. Byrd went to the North Pole, he called on Conwed to provide him with thermal insulation for his ship and living quarters.

Conwed's special acoustical linings helped deaden the deafening noise made by Admiral Byrd's tractors on his Antarctic Expeditions.


1960
Conwed introduced Lo-Tone®, its first non-combustible mineral acoustical ceiling.
1958
Conwed introduced its unique Micro-Perf acoustical ceiling tile with national advertising on the Today and Tonight shows.
1967
Conwed created its first freestanding acoustical office screen.
Conwed developed the first connectable acoustical office screens.
1968
1968
Conwed became, and still remains, the largest supplier of freestanding acoustical panels to the U.S. Government.
1974
1979
Conwed patented a task lighting system for its interior products line.
Conwed pioneered the concept of hanging work surfaces and storage units from office screens.
1982
Today, Conwed is the only manufacturer offering the "total workplace environment." From acoustical ceilings and wall panels, to freestanding panels, to furniture, to open office systems, to lighting, to sound masking. To hear the complete Conwed story contact Conwed Corp., Interior Products Division, 444 Cedar St., P.O. Box 43237, St. Paul, MN 55164.
CONWED
CREATING ENVIRONMENTS THAT WORK.



Circle 51 on reader service card



The potential power of electronic technology lies in its most efficient use.

You are in a unique position to help your clients make more efficient use of their electronic information processing equipment. All-Steel can now help with a wide variety of new systems components which increase productivity by providing a more comfortable interface between the terminal and the operator.

Coupled with our greatly expanded lines of other systems furniture, you now have an opportunity to create a plan which satisfies both your best design instincts and your client's specific needs.

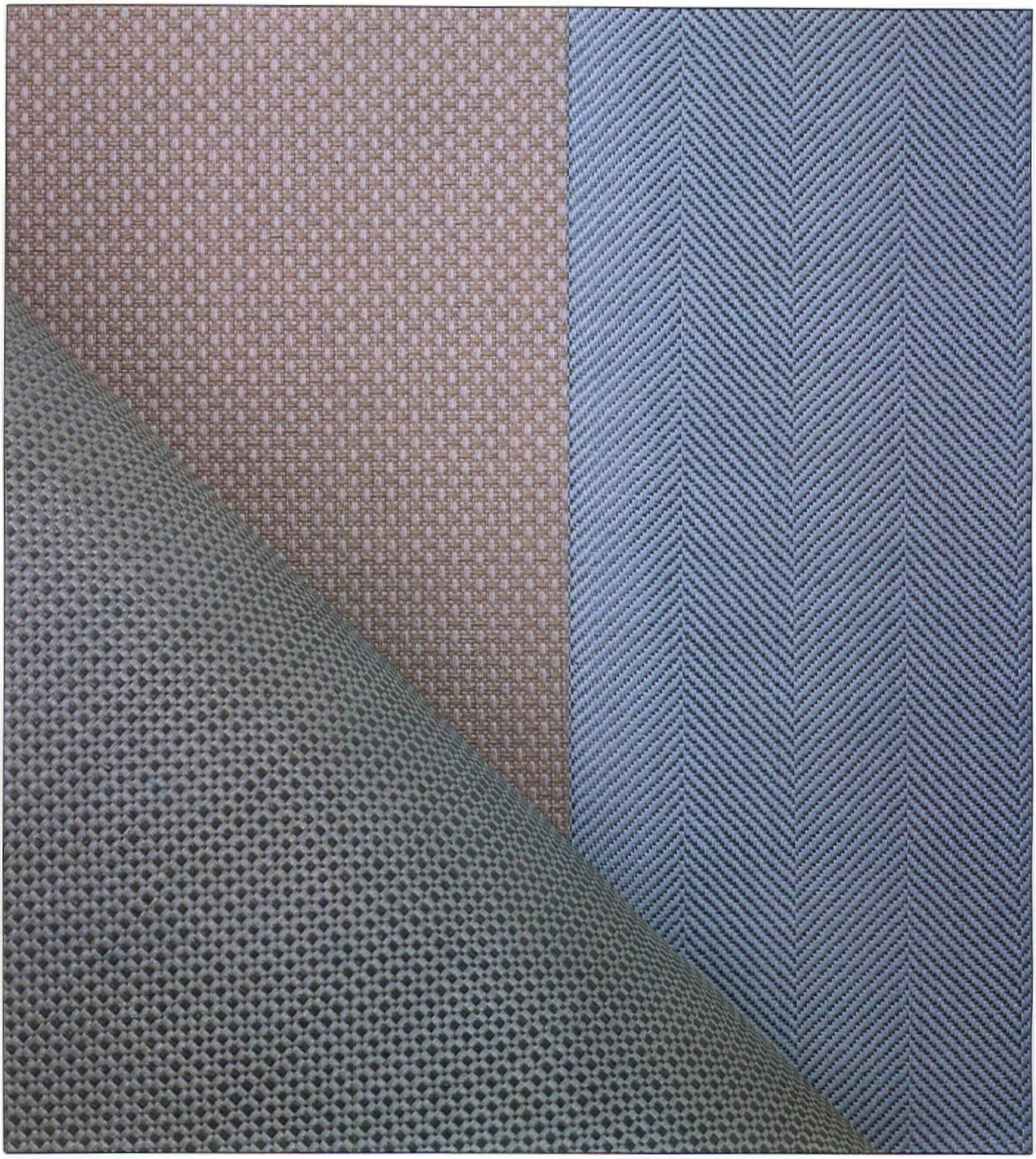
Look into the benefits of All-Steel from your client's point of view. See your dealer, write All-Steel Inc., Aurora, IL 60507, or call toll-free 800/323-0112. (In Illinois, 800/942-6015.)



ALL·STEEL
For all the right reasons.

A COMPLETE LINE OF QUALITY SYSTEMS OFFICE FURNITURE AND ACCESSORIES.

Circle 52 on reader service card



Carnegie develops durable woven synthetic

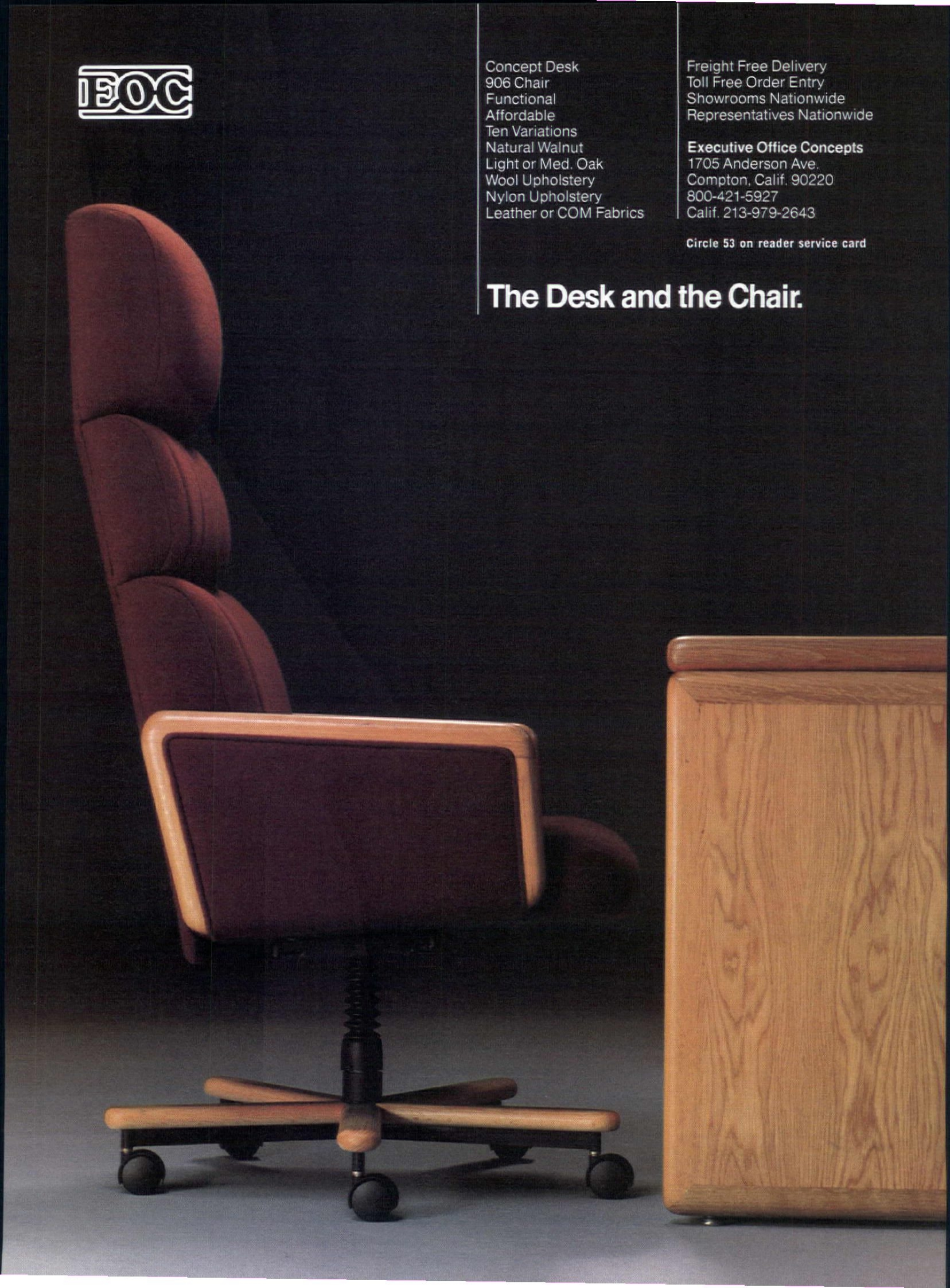
Xorel™ fabric wallcovering has been developed by Carnegie Fabrics to meet many commercial codes and standards. Woven of warp and weft yarns produced from dyed fibers, the fabric resists stain and abrasion and is easily maintained.

Product will not support mildew, bacteria, or staph germs and also resists fading. Fabric qualifies for use in Class A and Class 1 installations under current building and fire codes. Boeing Aircraft Company tested the product for toxicity. It meets the firm's standard due to a low level of toxic gasses produced.

Wallcoverings are stocked in 33 paperbacked color combinations. Additional colors may also be produced.

Xorel has also passed standard tests of the Better Fabrics Testing Bureau Inc. The wallcovering has a flame spread index of 15, fuel contribution of 0, and smoke density of 10 under E-84-80 fire code standards.

Material will not lower the effectiveness of acoustical panels when applied as a covering. **Circle No. 364.**


EOC
Concept Desk
906 Chair
Functional
Affordable
Ten Variations
Natural Walnut
Light or Med. Oak
Wool Upholstery
Nylon Upholstery
Leather or COM Fabrics
Freight Free Delivery
Toll Free Order Entry
Showrooms Nationwide
Representatives Nationwide
Executive Office Concepts
1705 Anderson Ave.
Compton, Calif. 90220
800-421-5927
Calif. 213-979-2643
Circle 53 on reader service card
The Desk and the Chair.

We Put Something Into Our Desk Sets Nobody Else Can Offer.

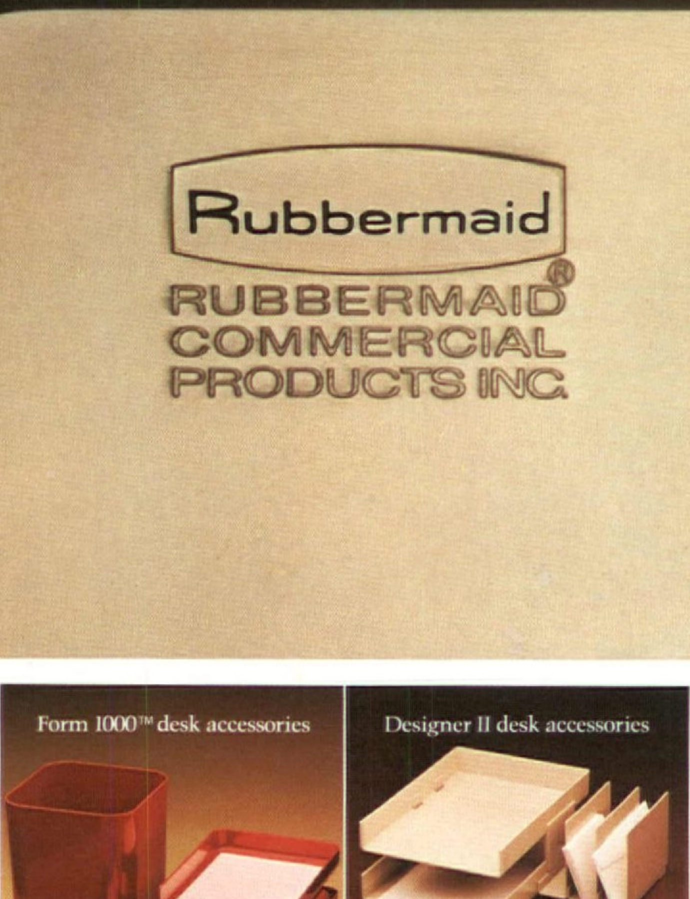


In the world of moderately priced desk accessories, there's one feature that truly sets our Form 1000™ and Designer II apart from the rest.

The Rubbermaid brand name.

It assures each of your clients of value and durability. The qualities they've come to expect from Rubbermaid products around the home and the office.

That Rubbermaid quality is apparent in the gently rounded radius design of Form 1000 desk accessories. They give your clients the look of expensive accessories at a very reasonable price. And they always coordinate beautifully with any office decor.

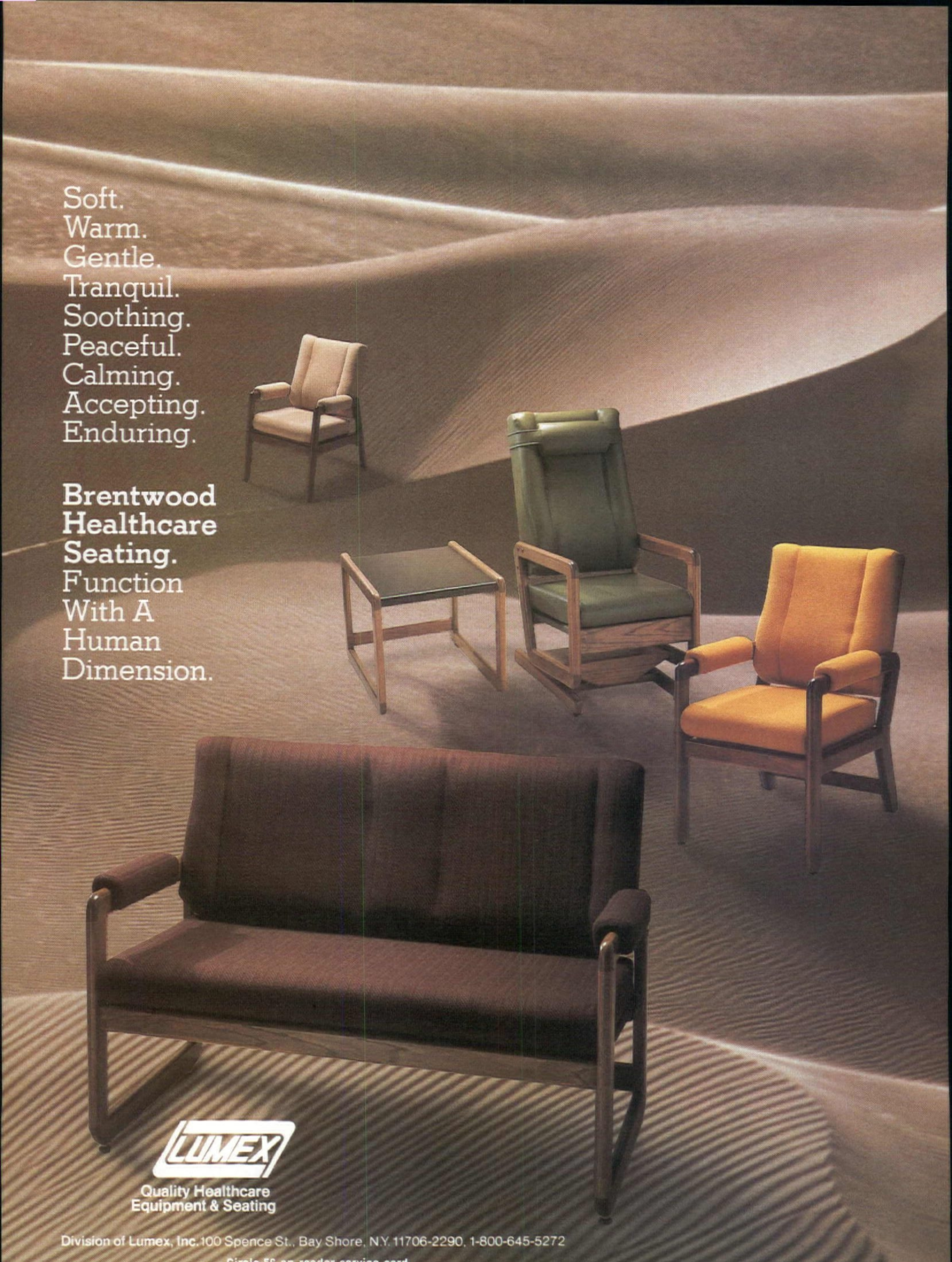


And Rubbermaid style is just as obvious in the simple sharp lines of our Designer II collection. The desk set that combines beauty of form with efficiency of function. Designer II colors are just right for today's office interiors. And the sleek strength of seamless construction assures a long life.

For more information simply contact your Rubbermaid representative, or call us toll free at (800) 336-7306. And next time you specify desk accessories, look for the one word that says it all. Rubbermaid.

Rubbermaid
RUBBERMAID®
COMMERCIAL
PRODUCTS INC

Circle 54 on reader service card



Circle 56 on reader service card

WITH ALUCOBOND® MATERIAL, A PICTURE IS WORTH 1,000 APPLICATIONS.

ALUCOBOND® material curves gracefully, yet it can stay stubbornly flat.

It holds sharp angles, and can be applied over virtually any surface. You can drill it, saw it, screw it, rout it and fold it.

But you can't knock it.

These two thin sheets of aluminum with a thermoplastic core form a material so versatile, it can be used in a thousand different ways.

For signs, computer cabinets, wall panels, convention displays. Store cases, desks, furniture, canopies. Doors, lighting panels, security cases and retail displays, to name just a few.



MAKES DIFFICULT DESIGNS EASY.

ALUCOBOND material's incredible adaptability allows it to conform to today's most innovative designs.

It can twist, turn, bend and be cut into eye-catching designs that really turn heads. You can silk-screen it, engrave it, or backlight it with ease. And it does all of this without sacrificing color consistency.

Not only does ALUCOBOND material perform your designs beautifully, it performs them easily. Its high strength-to-weight ratio and low maintenance requirements make even the largest applications easier. From panels to partitions to counters to storefronts, to name just a few more.

THE PROOF IS IN THE PICTURE, AND ON THE JOB.

ALUCOBOND material not only looks exceptional, it is. In tests and on the job, it has proven to be an excellent choice for formability, flatness, rigidity, weatherability, and noise-dampening characteristics.

It has superb bond strength and can withstand environmental temperature changes of −55 degrees to +175 degrees F.

ALUCOBOND material comes in standard painted colors, a broad spectrum of custom colors, and four handsome anodized finishes. Thicknesses of three, four and six millimeters are available—in widths of four and five feet and lengths of up to twenty-eight feet.



WE HAVE EVEN MORE TO SAY, SO CALL.

ALUCOBOND material has a list of benefits as long as its list of possible applications.

To find out more about this remarkably versatile material made exclusively by Consolidated Aluminum—or to get the name of your distributor—call National Sales and Marketing Manager Carla Lane at (314) 851-2346. Then put ALUCOBOND material to work on a new application. Maybe yours will be number 1,001.

CONSOLIDATED ALUMINUM®

11960 Westline Industrial Drive
St. Louis, Missouri 63141

Great-West Life Assurance Company, Denver, Colorado. Designer: Gordon Sign Company, Denver, Colorado.
Alusuisse of America, Inc., New York, New York. Architect: Samuel J. De Santo and Associates, New York, New York.

Circle 58 on reader service card


Domore
State of the art seating from
Domore—ergonomic innovators
50 years of refining the features which insure comfortable, efficient seating are incorporated in Domore's new Task Seating System.
With many adjustments which can be made from a seated position, including our exclusive Constant Force Back Support, TSS Chairs minimize fatigue and enhance productivity.
TSS Chairs are available in Management, Supervisor, Task and Operator models.
For more information, write:
Domore Corporation
2400 Sterling Avenue
PO Box 1289
Elkhart, Indiana 46515
Circle 59 on reader service card



Badische fiber withstands interior construction

When ERI Inc., an architectural, contracting, design, and planning firm in Van Nuys, Calif., moved into a 5,500-sq.-ft. warehouse there was carpet already on the floor but no walls or support facilities.

Plumbing, heating, and walls were installed without damage to Nordica carpet made of Badische fiber by Fabrica Carpet Mills. A solution dyed, tufted, level loop carpet, the floorcovering is woven of Zeftron 500™ nylon yarn. Nylon carries a Class III certification for extra heavy commercial traffic.

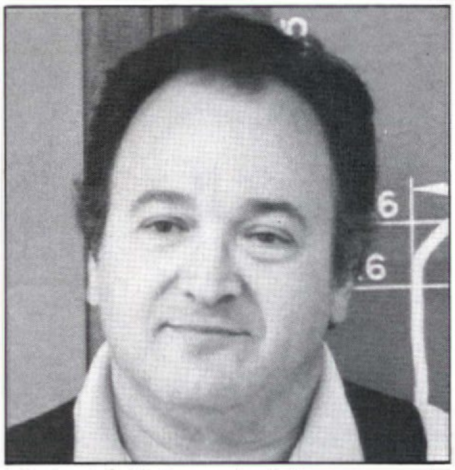
Glass walls and cabinetry were built atop the carpet but construction debris did not harm nap. Color did not bleed when cleaned. Carpet carries anti-shock qualities and has been tested by the CREATE™ Center for Carpet Development at Badische. **Circle No. 363.**


WHISPERING SHADES OF DESERT SAND. Now their hour has come in a compelling new wallcovering pattern from BFGoodrich. Desert Sand is a classic stipple pattern that ebbs and flows in 100 luscious new shades and colors. Waiting to stir the imagination of every designer. Take a walk through Desert Sand with your BFGoodrich wallcovering distributor. The BFGoodrich Company, Fabricated Polymers Division, D/1905, 500 South Main Street, Akron, Ohio 44318.
BFGoodrich
Circle 61 on reader service card
KOROSEAL
Vinyl wallcovering
BFGoodrich
© 1982 BFGOODRICH All Rights Reserved

DESIGNER'S SATURDAY

BOSTI

THE IMPACT OF OFFICE ENVIRONMENT ON PRODUCTIVITY AND QUALITY OF WORKING LIFE



Michael Brill Presents A Summary of

THE BOSTI STUDY FINDINGS

Environmental Accounting
How Office Design Affects the Bottom Line

Environment counts. And now the BOSTI Study quantifies the design factors that make a measurable difference in worker productivity. Lighting, privacy, participation in the design process. In a new video presentation, Michael Brill discusses the economic impact of these and other factors on organizational performance. Learn about the high priority environmental issues that affect both you and your corporate client.

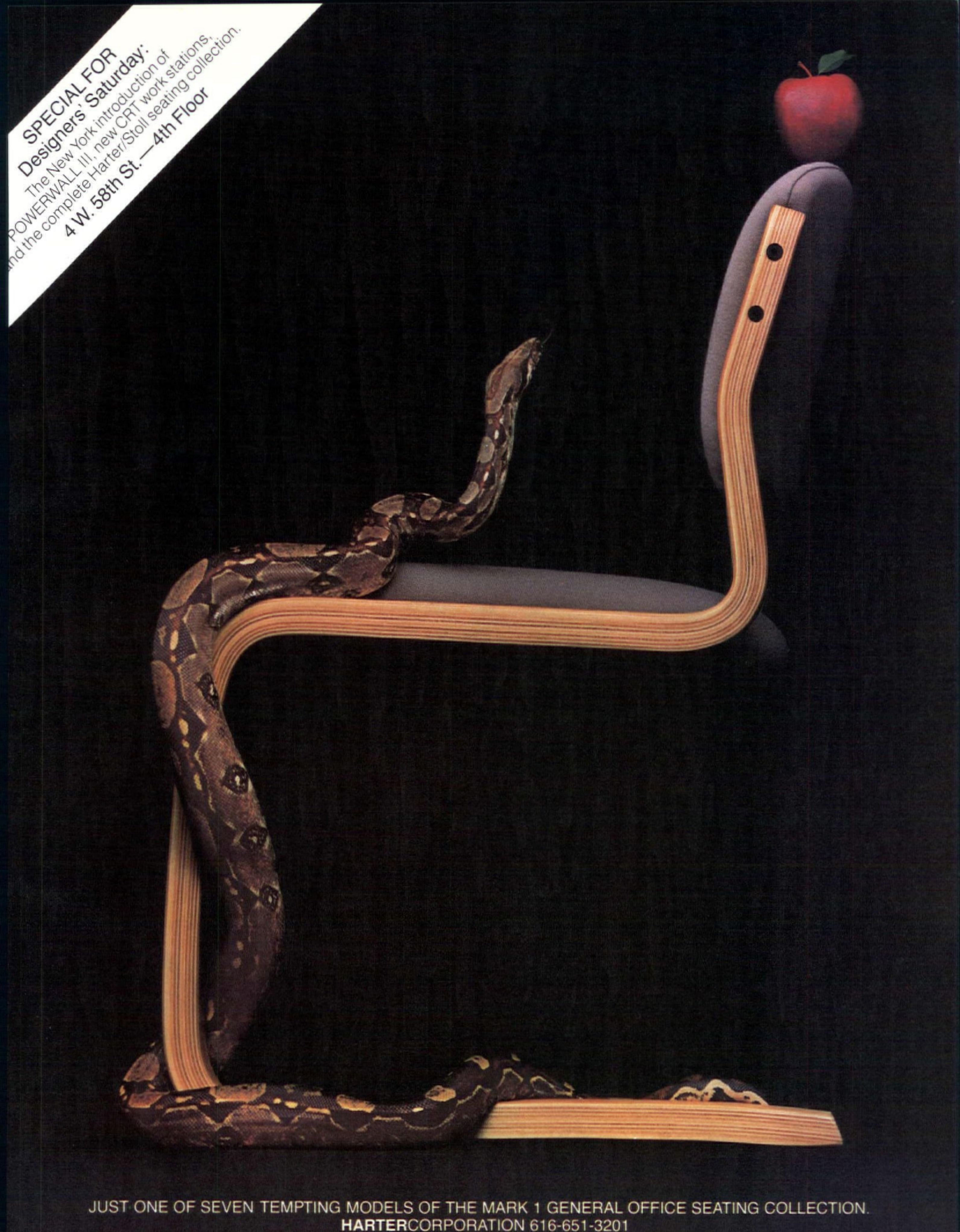
Michael Brill
will be in our showroom
from 11 AM to 3 PM
during Designer's Saturday
October 14-16, 1982
Westinghouse Showroom
Pan Am Building, 25th Floor
New York City

LOGIC/
TECHNOLOGY/
EXPRESSION

Circle 62 on reader service card



Circle 63 on reader service card


SPECIAL FOR
Designers' Saturday:
The New York introduction of
POWERWALL III, new CRT work stations,
nd the complete Harter/Stoll seating collection.
4 W. 58th St.—4th Floor

Family & Friends To Establish Scholarship Fund Memorializing Untimely Death Of Joel Polsky

Kansas City, Mo.—Less than one week after accepting a product design award for Fixtures Furniture at the American Society of Interior Designers (ASID) national convention in San Francisco, Joel Polsky, Fixtures executive vice president marketing, died unexpectedly. He is being memorialized by the Polsky family and friends with a scholarship fund.

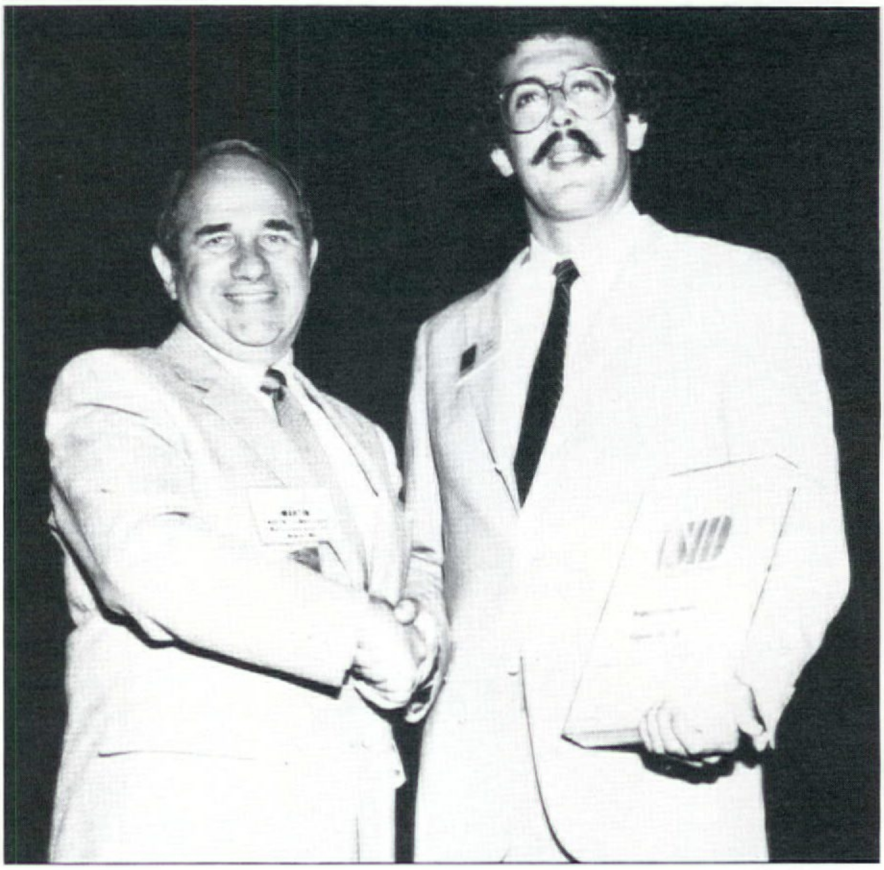
Polsky, 26 years old, died of a rare irregular heartbeat with complications—not a heart attack, according to Norman Polsky, his father and president of the seating manufacturing company.

A picture of good health

More than 1,000 family members, friends, and industry representatives attended the funeral in Shawnee Mission, Kan., Sunday, August 8th, where initial plans were started for a perpetual designer scholarship, details of which will be announced as soon as plans are completed.

In excellent health prior to his death, Polsky served for four years as marketing manager of Fixtures Furniture, taking on more and more responsibility for the functioning of the company.

Industry accolades for the young man's fast rise as a marketing executive and messages of sympathy poured into the Polsky home in Shawnee Mission as word spread of Polsky's death.



In one of last pictures taken less than one week prior to his untimely death, Joel Polsky (r.) is shown accepting plaque for first prize furniture award in ASID product design competition from Martin Elinoff, FASID, national president of ASID, at Association's convention.

Recently returned from Europe

According to George Beylerian, president of Beylerian, New York, and consultant to Fixtures Furniture, Polsky had recently returned from a European trip, where he had visited Froscher-Resumo, licensee of the Froscher Sitform chair designed by Claus C. Uredal. That chair was the winner of the seating category in the ASID competition.

Leader at age twenty-six

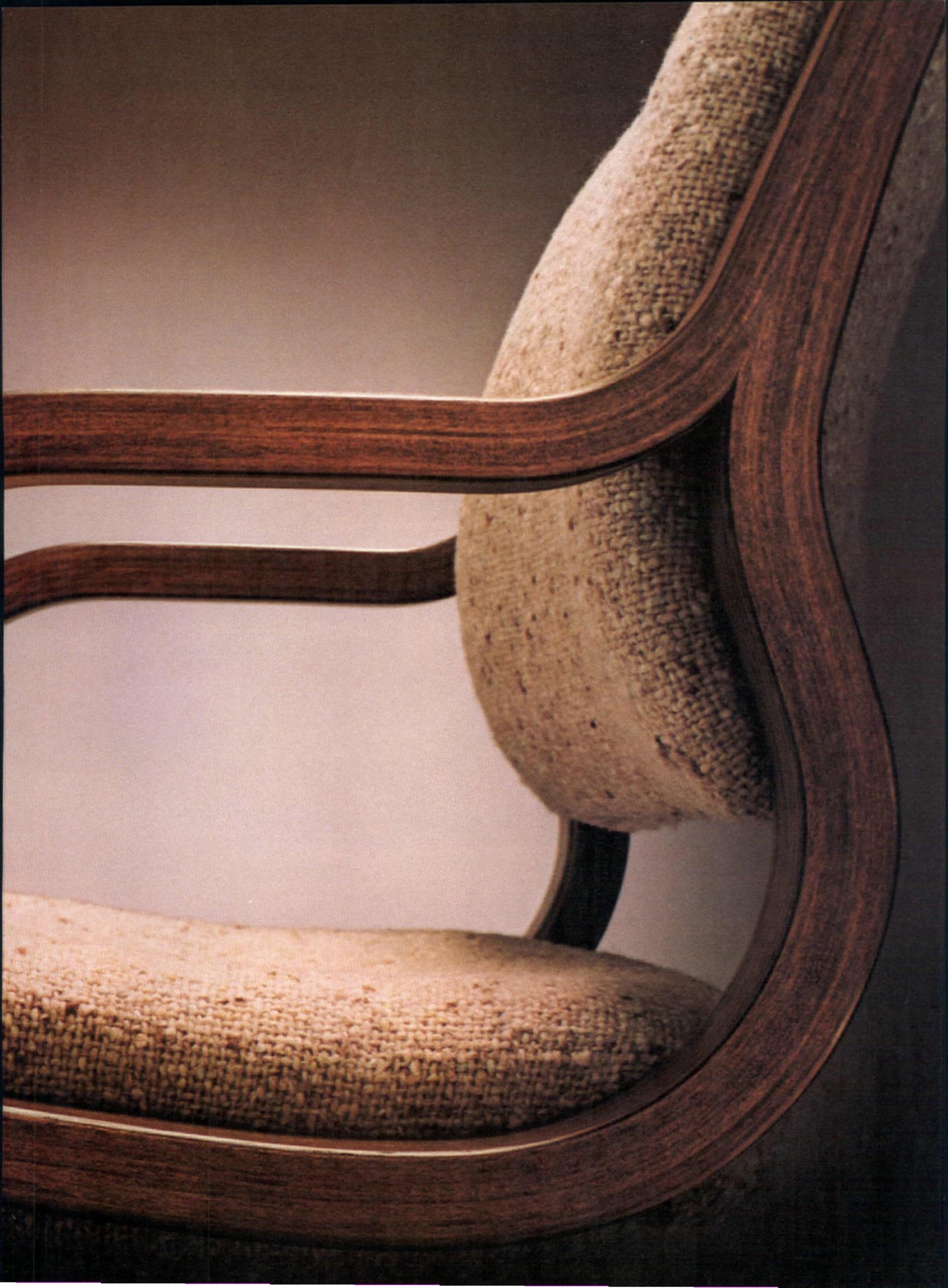
"Joel was a superb understudy to his father, picking up pointers from Norman with unusual speed," comments Beylerian. "Norman has pointed out that . . . 'Joel not only was personable and compassionate to people of all ages, but he was a leader at age 26 among his friends, in our business, our industry, and the community. Joel had the unique analytical ability to cut through paper or words to separate "What is" from "is not" and make many decisions . . . He learned quickly and passed me in all categories. He moved mountains.' "

In a wire to Hans Froscher, leader of the West German firm, Norman Polsky said, "I can only console myself with the fact that Joel was perfect and God needed him. I am thankful he spent the last four years in our business, where we had such a close, sharing relationship. We argued at times, but we never fought, respecting each other and recognizing the terrific load each was carrying. Colorado Outward Bound taught him and his brothers that you can do more than you think possible, either physically or mentally."

In a letter to Polsky and his wife Elaine, Len Corlin, co-publisher/editor of CONTRACT made reference to one of young Polsky's outstanding characteristics—his humor: "Though my exposures to Joel were fleeting ones, I shall miss him, his humor, and his grand presence."

In addition to his mother and father, Polsky leaves a sister Karen Kent and two brothers, Larry and Steven. □


A Division of Kimball International
Artec
MFS - Mahogany Furniture System
Planus Table Desk designed by Ole Christensen.
Showrooms:
Boston 617.357.5505
Chicago 312.644.8144
Dallas 214.869.0480
Houston 713.629.7711
Los Angeles 213.854.1882
Philadelphia 609.467.1423
New York 212.753.6161
Artec
A Division of Kimball International
1600 Royal Street, Jasper, Indiana 47546
Telephone 812.482.1600
Circle 65 on reader service card



PEOPLE/NEWS

S. Harris & Co., Torrance, Calif., has formed the S. Harris contract division to introduce a contract package in textiles.

Tom Deady has been named design engineer at Harmon, division of Coastcraft. He will handle office furniture systems.

Director of marketing for the interior architecture division of 3D/International is **Eileen Ryan.** She will be responsible for marketing, programming, space planning, and interior design.

President of Inotec Systems Inc. is **William O. Lippman Jr.** (shown). Inotec is a new Haskell subsidiary.



Lippman

Newly appointed vice president of marketing for Domore Corporation is **Enoch L. Anderson** (shown). He assumes responsibilities for product development, sales, sales management, marketing and promotion.



Anderson

Henry R. Holden (shown) assumes the recently created position of sales and marketing director for Jack Lenor Larsen. Holden will direct operations in the fabric, carpet, and furniture divisions of the firm.



Holden

Joining Kimball Office Furniture Co. and Artec as design education coordinator is **Melissa Meeks** (shown). She will serve as liaison to colleges and universities with interior design curricula programs.



Meeks

A major management reorganization was announced by the Architectural Ceiling Systems div., Armstrong World Industries. **P.W. Unger** was promoted to group vice president, building operations. **Andrew F. Hanley,** formerly general manager, European Ceiling operations, replaces Unger in his former position as general sales manager, Architectural Ceiling Systems.

A.J. Robinson was appointed director of international development for the Atlanta Market Center.

Molla Inc., manufacturer of aluminum furniture, has named **Richard K. Poole** to the position of president.

Marion Greenwood is now merchandising representative, Southern region for Allied Fibers & Plastics. **Michael W. Rhamy** has joined the firm as advertising and promotion coordinator. Greenwood will be based in Atlanta; Rhamy assumes his duties in New York.

Karastan Rug Mills has named **William Findlay** product manager for tufted products and modular carpets. **Carol D. Kozak** and **Christopher J. Desler** are new sales representatives.



Communication Station®

Contemporary Specialized Office Furniture

Now! The Bottom Line starts at the top. Brand new accessories to the Communication Station line bring a concept totally new to freestanding computer support furniture. Paper Management furnishings and Security Storage with these very important features: ■ An upper shelf unit that, at 12" deep, adds 40% more useful horizontal surface with no encroachment on costly floor space. ■ See through—pass through—**OR** add a Tackable Panel for just the right amount of privacy. ■ Attachments designed to organize "in-work" computer and word processing paper with those special Tiffany Stand, thoughtful touches, that make life so much easier and productive for the operator. ■ A Security Storage Compartment (with lock) that features an easy gliding pullout tray—holds floppy disc tubs—tape reel racks—disc drives or CPU's. Plus a lot more.

Tiffany Stand

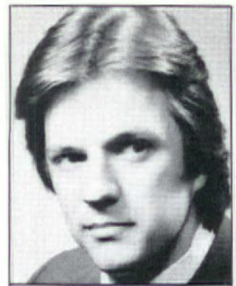
Tiffany Stand and Furniture Company • 9666 Olive Boulevard • St. Louis, Missouri 63132 • 314-991-1700

Circle 70 on reader service card

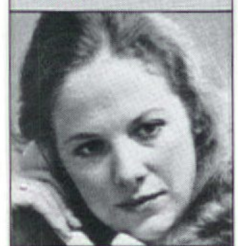

Honeywell

Circle 72 on reader service card

PEOPLE/NEWS



Dobrowal



Roberts

Interspace Incorporated recently named **Steven Dobrowal** (shown) vice president/marketing principal, Philadelphia design division. **Josephine Roberts** (shown) has been promoted to vice president/principal-in-charge, Pittsburgh design division.

Winner of the first **Brayton International Chair of Excellence Award** is **Fred Alexander,** president, High Point Bank & Trust Co. This award will now be presented annually to a local, national, or international figure who achieves excellence in his field. The award is a custom-tailored, leather executive chair with an attached gold plate indicating the year of award, the recipient's name, and field of accomplishment.

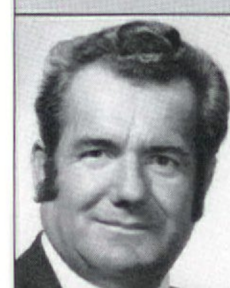
James P. Crowley has joined Tenex Corp. as marketing manager at the firm's Elk Grove Village, Ill., offices.

Marilyn Briton Preiss (shown) has been named to the newly created position of director of interior design for Rothe Johnson Associates. Preiss is a graduate of Pratt Institute and a member of IBD.



Preiss

National sales manager, window coverings, for Levolor Lorentzen Inc. is **Clinton Gibbs** (shown).



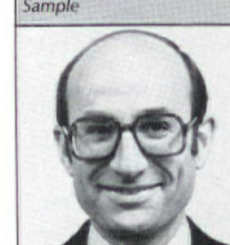
Gibbs

William J. Sample (shown) has been named vice president and general manager of the Lehigh-Leopold division of Litton Industries.



Sample

Haskell of Pittsburgh Inc. recently announced the appointment of **Joseph F. Wojdak** (shown) to the position of president and chief operating officer.



Wojdak

Hoover Universal appointed **D. Edward Walton** to the position of sales representative, Furniture Components division. He will represent the firm in Mississippi, Alabama, Florida, Louisiana, and Tennessee.

A new top management team was formed by Arenson International (USA). **Archy Arenson,** founder and chairman of the board, assumes additional responsibilities of firm president. **Carl R. Milianta,** previously controller, is now vice president, finance and administration. **Lawrence P. Tuck,** formerly national sales manager, was promoted to vice president, sales and marketing.

INTRODUCING

SERIES 7000

DAZZLING COMFORT FROM LA-Z-BOY® CONTRACT DESIGNED BY EDWARD VASQUEZ

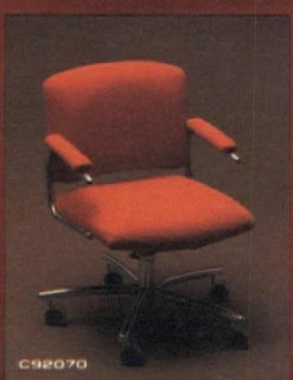


Light, bright, pleasing to the eye. This is what one first perceives when he views our new Series 7000. It's scaled and proportioned for the open office of today's business environment. Its clean, efficient lines will enhance the decor and help improve the productivity of the office.

What is equally important about our new Series 7000 is what you don't see. More man hours are lost due to back problems and muscle fatigue than any other reason. The major contributor to these problems is improper seating.

Series 7000 is ergonometrically designed for proper compressed seat height and lumbar support.

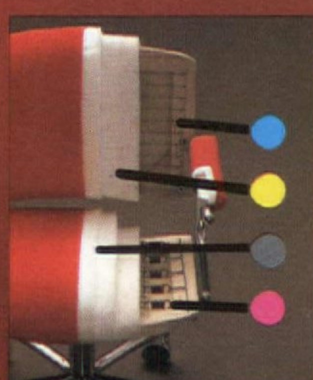
Quality is another feature of Series 7000. Each style features a hardwood frame, double-doweled for strength. We've used Perma-Mesh springs by Flex-O-Lators. There are two foam systems; one dense and firm for proper support and a softer foam for greater comfort. In short, Series 7000 is as good as we know how to make a chair. And with La-Z-Boy's fifty years of experience, we know how to make quality chairs.





A. Back height adjustment for proper lumbar support. B. Seat depth adjustment to fit the individual. C. Seat height adjustment. D. Soft foam edge to prevent circulation loss and fatigue. E. Swivel-tilt tension adjustment. ● Double-doweled hardwood frame. ● Perma-Mesh® springs by Flex-O-Lators. ● Dense foam for proper support. ● Soft foam for comfort.





LA-Z-BOY CONTRACT A DIVISION OF THE La-Z-Boy® CHAIR COMPANY

Circle 77 on reader service card

Jeanette S. Cortez, IBD, an interior consultant, has been appointed to the American Institute of Architects' Public Education Committee. She is a former co-director of the Metropolitan School of Interior Design.

Recently named senior project designer at Jain Malkin Inc. is **William Peterson** (shown). He has an extensive background in facilities planning and design.

Lenore Friedman (shown) is now styling and color consultant for Jablan Fabrics. She has her own consulting firm and specializes in home and contract furnishings.

Gary Edmond Peterson (shown) has joined RMM Inc. as an associate in the company's Chicago HQ. **Peter Shull** and **Allan Zimmerman** have been named principals of the firm.

Phyllis Hoffzimer was named director of interior design by the Eggers Group, P.C., Architects and Planners, New Jersey.



W. Peterson



Friedman



C.E. Peterson

Gensler and Associates/Architects has named five new vice presidents including **Eva Ching** (shown) and **John Lijewski** (shown) in New York. **Bud Luther** assumes the position in Houston, **Ken Mori** in Los Angeles, and **Dennis Smith**, AIA, in the San Francisco headquarters.

Design director for Brayton International Collection is **Michael Knoll** (shown). He will work in furniture and showroom design and product development.

Burgess Hocevar (shown) joins Seabrook Wallcoverings Inc. as contract manager. He will set up the firm's contract division.

Nelson O'Neill was appointed to the newly created position of manager, new product commercialization, Nevamar. **Charles M. Custin** is new manager, product diversification.

Litton Industries' Lehigh-Leopold division promoted **Al Schneiderman** to the position of director of operations.



Ching



Lijewski



Knoll



Hocevar


Patterns of Thought.
Gardco announces Focus One, and redefines excellence in interior lighting. Extruded aluminum fluorescent luminaires, yes, but rethought in terms of fine detail and large possibility. The detailing delights, and from a near-infinity of choice—sizes, shapes, lengths, directions, mountings, suspensions, connections and finishes—arises a plurality of patterns that thoughtful designers welcome and exploit. Gardco Lighting, 2661 Alvarado Street, San Leandro, California 94577. 800/227-0758 (In California 415/357-6900).
Gardco Lighting
Circle 80 on reader service card

COMING EVENTS

1982

October 6-10. National Office Products Association (NOPA) Convention/Exhibition. Hyatt Regency Hotel & McCormick Place, Chicago.
October 11-14. Info '82. Ninth International Information Management Exposition & Conference. The Coliseum, New York.
October 14-16. Designer's Saturday. Member Showrooms. New York
October 15. Institute of Business Designers (IBD)/CONTRACT Product Design Awards. Helmsley Palace Hotel, New York.
October 16-19. American Home Lighting Institute Annual Convention. Fairmont Hotel, New Orleans.
October 20-23. Industrial Designers Society of America (IDSA) Annual Conference & Exhibition. Hyatt Orlando, Orlando, Fla.
October 21-22. Professional Services Mgmt. Assn. Annual Meeting. Queen Mary Hotel, Long Beach, Calif.
October 26-29. International Facility Mgmt. Assn. Conference. Hyatt Regency Hotel, Dearborn, Mich.
October 27-31. Marble Institute of America 38th Annual Convention. Callaway Gardens, Ga.
November 7-9. Designing With Systems. Ohio Regional Chapter/IBD Rapids Rally '82. Grand Plaza, Grand Rapids, Mich.
November 7-10. International Hotel/Motel and Restaurant Show. New York Coliseum, New York.
November 8-9. Computer-Aided Space Design & Management Conference co-sponsored by CONTRACT and *Facilities Design & Management.* Halloran House Hotel, New York.
November 9-11. Second Annual International Energy Management & Facilities Improvement Show. Expocenter/Chicago.
November 11. Interiors Expo '82. First Exhibition of Products & Services For Residential/Contract Interiors. Lincoln Hotel, Dallas.
November 11-13. Stained Glass International/1982. New York Statler Hotel, New York.
November 13-14. ISID Design Expo/'83. Design Center, Los Angeles.

Foreign Trade Shows 1982

September 17-22. International Milan Furniture Fair. Milan.
September 26-October 1. Interior Decorators and Designers Association DECOREX. Kensington Exhibition Centre, London.
October 6-8. Montreal Office Exhibition. Place Bonaventure, Montreal, Quebec, Canada.
October 16-24. Interior '82. Kortrijk, Belgium.
October 26-31. Orgatechnik. U.S. Pavilion, Cologne, Germany.
October 28-30. Canexus '82. Inn on the Park, Toronto.
November 14-18. DACTEX. National Exhibition Centre, London.
November 24-28. China Business Equipment Exhibition. Foreign Trade Centre, Guangzhou (Canton), China.

1983

January 13-17. International Furniture Exhibition. Exhibition Park at Porte de Versailles, France.
March 3-5. Condes. Dallas Market Center, Dallas.
March 17-19. West Week. Pacific Design Center, Los Angeles.
April 14-17. International Show for K.D. Furniture. Le Bourget, Paris, France.
April 25-27. Lighting World II. New York Hilton, New York.
May 4-8. Scandinavian Furniture Fair 1983. Bella Center, Copenhagen, Denmark.
June 14-17. NEOCON 15. National Exposition of Contract Interior Furnishings. Merchandise Mart, Chicago.

The Modular Advantage

Because the new COLE system is *modular* it grows as your needs grow. You can add or subtract workstation modules easily. Form clusters up to four just by adding top connectors. Create workstations specifically designed to support different electronic tasks.

Over 72 sizes of workcenter modules at 26″ and 29″ heights assures you the exact configuration you need. A premium wire management system channels wiring through the furniture and into your power source. And a total selection of accessories, including the most complete turntable line available, meets your related needs.

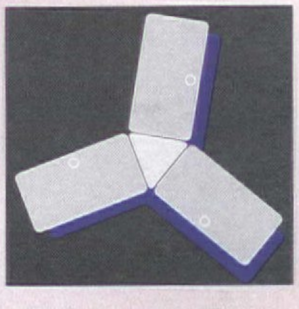
Your authorized COLE dealer, listed in the yellow pages, can show you the Modular Advantage. Or call toll-free today for a free full-color brochure to see for yourself.

If you are located

In the East	800 233-9321
In Pennsylvania	800 632-9095
Elsewhere	800 233-9363

Circle 83 on reader service card









COLE
LITTON BUSINESS FURNITURE

The best work station involves various Facits.

Tables in a CRT work station must properly interface with the equipment. Just as important, the furniture must promote operator comfort and efficiency.

Facit terminal tables do both.

No matter what computer system you use, there's a Facit table for it.

You can choose from tables with recessed wells, single surface or split-top units, double-stemmed tables and printer stands. Many units include trays and shelves for added convenience.

Facit office furniture does more than work well with all computer systems. It also works well with all operators.

Each table is ergonomically designed for comfort. The operator can adjust the table height, tilt and swivel the CRT to prevent glare, and change the depth and distance of the keyboard. This built-in versatility enables each operator to be more relaxed, and therefore more efficient.

So whatever the models of your computers, or the physiques of your operators, choose Facit human factor tables for your work stations.

FACIT
FACIT
FACIT





Available on GSA Contract No. GS-OOS-38001

FACIT

Facit, Inc., 66 Field Point Road, Greenwich, CT 06836 (203) 622-9150 • Facit Canada, Inc., 161 Norfinch Drive, Downsview, Ontario M3N 1Y3 Canada (416) 663-8360

ALLADIN HOTEL
RANCHO BERNARDO INN-C
CLUB–Rancho Bernardo, CA
THE REGISTRY–Scottsdale, AZ
BANFF HOTEL–Alberta, Canada
THE DENVER COUNTRY CLUB–Denver, CO
SHERATON NEWPORT–Newport Beach, CA
WINDTREE APARTMENTS—Midland, TX
THE BEVERLY APARTMENTS—Dallas, TX
HOLLINDALE APARTMENTS—Arlington, TX
OKLAHOMA CITY GOLF & COUNTRY
CLUB—Oklahoma City, OK
ALICE SPRINGS CASINO—Alice Springs,
Australia
SCOUT'S PLACE–Saba
PETER ISLAND YACHT CLUB–Peter Island
MULLET BAY BEACH HOTEL–St. Maarten

HOTEL—Atlanta, GA
DUNWOODY COUNTRY CLUB–
Dunwoody, GA
GRAND HOTEL—Point Clear, AL
CHATTAHOOCHEE COUNTRY
CLUB—Marietta, GA
ST. LUCIAN HOTEL—St. Lucia
MERIDIEN HOTEL—Guadeloupe
CURTAIN BLUFF—Antigua
FLAMINGO CAPRI–Las Vegas, NV
SCOTTSDALE CONFERENCE
CENTER–Scottsdale, AZ
INN OF THE MCCORMICK
RANCH–Scottsdale, AZ
BILTMORE HOTEL–Phoenix, AZ
DOUBLE TREE INN–Scottsdale, AZ
PARIDENE VALLEY COUNTRY
CLUB–Scottsdale, AZ
JOHN GARDNER TENNIS RANCH–
Scottsdale, AZ
FIESTA INN–Tempe, AZ
HOLIDAY INN–Trinidad
BUCCANEER BEACH HOTEL–St. Croix
DIVI DIVI BEACH HOTEL–Aruba
HOLIDAY INN–Barbados
KING'S ALLEY HOTEL–St. Croix
CASA DE CAMPO–Dominican Republic
VUE POINTE HOTEL–Montserrat
LE GALION HOTEL–St. Martin



TROPITONE IS SEEN IN THE FINEST PLACES...

MARRIOTT HOTEL–Santa Clara, CA
MARRIOTT INN–Marina Del Rey, CA
MENLO CIRCUS CLUB–Atherton, CA
MGM GRAND HOTEL–Reno, CA
NEWPORTER INN–Newport Beach, CA
PINEHURST COUNTRY CLUB–Denver, CO
SAN DIEGO TENNIS & RACQUET CLUB–
San Diego, CA
SMUGGLERS INN–Fresno, CA
SUNBURST HOTEL–Scottsdale, AZ
COLONY BEACH & TENNIS CLUB–
Sarasota, FL
THE BREAKERS–Palm Beach, FL
SARASOTA HYATT–Sarasota, FL
NAPLES BEACH CLUB–Naples, FL
CROWN CENTER HOTEL–Kansas City, MO
HOLIDAY INN PLAZA–Wichita, KS
KINGS ISLAND INN–Kings Mill, OH
ONWENTSIA CLUB–Lake Forest, IL
NORTHSHORE COUNTRY CLUB–Glenview,
KINGWOOD COUNTRY CLUB–Humble, TX
GULF & BAY CLUB–Siesta Key, FL
JUPITER ISLAND CLUB–Hobe Sound, FL
OCEAN REEF CLUB–Key Largo, FL
SEA PINES PLANTATION–Hilton Head Islan
HYATT ON HILTON HEAD–Hilton Head, SC
PINEHURST HOTEL–Pinehurst, NC
WATERWOOD COUNTRY CLUB–Huntsv
BOB SMITH YACHT CLUB–Galveston, TX

HYATT REGENCY–Cambridge, MA
LONGWOOD CRICKET CLUB–
Chestnut Hill, MA
DUNES CLUB–Narragansett, RI
LITCHFIELD COUNTRY CLUB–Litchfie
BROOKLAWN COUNTRY CLUB–Fair
HERSHEY MOTOR LODGE–Hershey,
SKY TOP LODGE–Skytop, PA
BUCK HILL FALLS INN–Buck Hill F
SHENANGO INN–Sharon, PA
PITTSBURGH Golf CLUB–Pittsburg
SEVEN SPRINGS RESORT–Champ
DIAMANT ROC HOTEL—Martiniqu
LONG BAY HOTEL—Tortola
FRENCHMAN'S REEF—St. Thoma
SALAKO HOTEL—Guadeloupe
BEACH HOTEL—St

BUSCH GARDENS–Tampa, FL
THE LANDINGS OF FORT MYERS–Ft. Myers, FL
CARIBBEAN GULF HOTEL–Clearwater Beach, FL
SOUTH SEA PLANTATION–Sanibel Island, FL
INDIAN SPRINGS–Boynton Beach, FL
YANKEE CLIPPER HOTEL–Fort Lauderdale, FL
DAN'S HOTEL–Tel Aviv, Israel
GUAM HOTEL OKURA–Tamuning, Guam
GUAM HILTON–Guam
HOTEL TERNAGA PLACE DE L'UNION–
Dakar, Senegal
SINGAPORE HILTON–Singapore 9
LANTANA COLONY CLUB–Hamilton, Bermuda
–Freeport, Grand Bahamas
–Dallas, TX

tropitone

Tropitone Furniture Company
Sarasota, FL
Irvine, CA

SHOWROOMS: ATLANTA CHICAGO DALLAS DENVER HIGH POINT HOUSTON IRVINE LOS ANGELES MIAMI NEW YORK PHILADELPHIA SAN FRANCISCO SARASOTA SEATTLE MELBOURNE SINGAPORE

Circle 87 on reader service card

G R I D C H A I R



CIRCA 1982

In the tradition of ancient Egypt, Momoyama Japan and Renaissance Italy. Interpreted by architects Charles Rennie Mackintosh, Josef Hoffmann and Luis Barragan. Ward Bennett redefines the form. The Grid Chair,™ a small scale pull-up for dining, conference or executive suites. Handcrafted of kiln dried solid ash in a variety of finishes. With upholstered seat. Brickel Associates Inc., 515 Madison Ave., New York, New York 10022, 212 MU 8-2233.

Circle 88 on reader service card


SOFTHARMONY™ RADIUS³
™RADIUS³.
Rounded steel. Rounded wood.
In combination.
Corry Jamestown
DIVISION, HON INDUSTRIES
National Trade Member Firm, I.B.D.
Industry Foundation, A.S.I.D.
Call toll free, 800-458-0593.
In Pennsylvania, 800-352-0095.
Circle 16 on reader service card

DESIGNER'S SATURDAY 1982



PREVIEW OF PEOPLE, SHOWROOMS, PRODUCTS, AND ACTIVITIES OF THREE-DAY NEW YORK CITY HIGH-STYLE FURNITURE CONTRACT MARKET

October 14-16, 1982

1 **Beylerian Limited** *
305 East 63rd Street
755-6303

Dunbar Furniture Corp.
305 East 63rd Street
398-8616

DUX
305 East 63rd Street
752-3897

ICF Inc.
International Contract Furnishings
305 East 63rd Street
750-0900

Thonet *
305 East 63rd Street
421-3520

2 **Helikon Furniture Co., Inc.**
315 East 62nd Street
688-3210

3 **Pace Collection, Inc.** *
321 East 62nd Street
838-0331

4 **Stendig, Inc.**
410 East 62nd Street
838-6050

5 **Metropolitan Furniture Corp.**
306 East 61st Street
308-9365

6 **iil incorporated** *
654 Madison Avenue
759-3243

7 **GF Business Equipment, Inc.** *
655 Madison Avenue
980-0111

Haworth, Inc. *
New York Division
655 Madison Avenue
826-6796

Knoll International *
655 Madison Avenue
826-2400 and
105 Wooster Street
334-1500

8 **All-Steel** *
110 East 59th Street
752-2610

9 **Jack Lenor Larsen**
232 East 59th Street
674-3993

10 **Harvey Probber, Inc.**
979 Third Avenue
838-8040

John Stuart/John Widdicomb
979 Third Avenue
421-1200

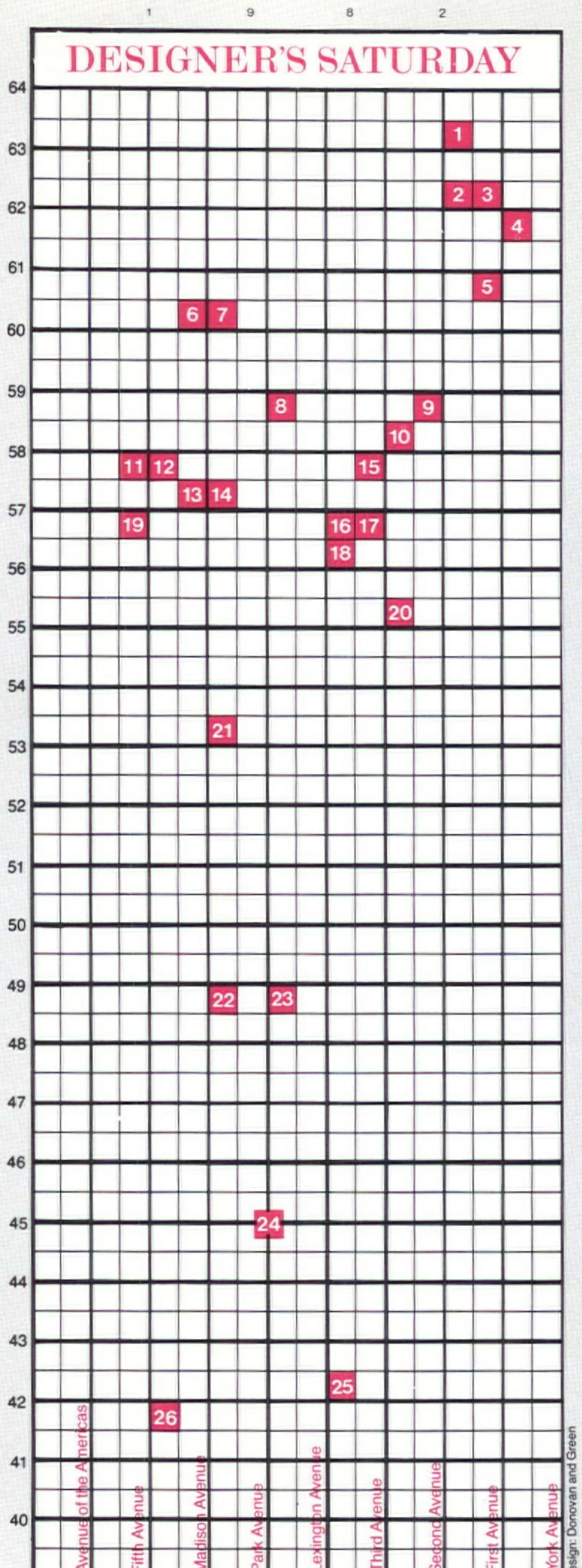
11 **Harter Corp.** *
4 West 58th Street
355-4933

12 **B & B America**
745 Fifth Avenue
752-5234

13 **Herman Miller, Inc.**
600 Madison Avenue
838-8280

14 **Atelier International, Ltd.** *
595 Madison Avenue
644-0400

15 **Arconas Corp.**
150 East 58th Street
753-4960



*See p. 248 for ad location

15 **Artemide Inc.** *
150 East 58th Street
980-0710

Brayton International *
150 East 58th Street
371-6131

Corry Jamestown *
150 East 58th Street
421-7280

Intrex, Inc.
150 East 58th Street
758-0922

Kimball and Artec *
150 East 58th Street
753-6161

Kinetics *
150 East 58th Street
755-4020

Lehigh-Leopold/LBF *
150 East 58th Street
593-0900

Vecta Contract *
150 East 58th Street
832-7011

16 **C.I. Designs**
136 East 57th Street
750-9602

17 **Castelli Furniture Inc.**
950 Third Avenue
751-2050

Stow/Davis *
Furniture Company
950 Third Avenue
688-9410

18 **Howe Furniture Corp.** *
155 East 56th Street
826-0280

19 **Sunar**
730 Fifth Avenue
246-5200

20 **Alma Desk Co.** *
919 Third Avenue
752-9111

The Gunlocke Company *
919 Third Avenue
832-2202

Krueger
919 Third Avenue
371-9595

21 **Brickel Associates, Inc.** *
Entrance on 53 Street
515 Madison Avenue
688-2233

22 **Cumberland Furniture Corp.** *
40 East 49th Street
759-8444

23 **Steelcase Inc.** *
299 Park Avenue
421-5060

24 **Westinghouse** *
Open Office System
Pan Am Building
200 Park Avenue
850-0570

25 **Shaw-Walker**
Chrysler Building
42nd Street and Lexington Avenue
697-8700

26 **E.F. Hauserman**
489 Fifth Avenue
687-7930

44 Showrooms To Participate in 15th Designer's Saturday

Premiere Facilities Day Opens Doors For Corporate Planners

Doors to 44 New York furniture and furnishings showrooms will open this year for the 15th annual Designer's Saturday, scheduled for October 14-16. Jumping from last year's total of 37 participating member showrooms, the increase signifies the growing importance of this prestigious regional contract market held throughout New York's design district.

Invitations have been sent out to more than 17,000 specifiers along the eastern seaboard and expectations are that showroom traffic will be heavier than ever before. In addition, the debut of Facilities Day—to be held Thursday, October 14—is expected to draw a sizable number of corporate planners to showrooms to attend seminars and view products.

Along with product introductions, many showrooms plan special programs for visitors. Participants will see a number of entertaining and informative audio-visual presentations, including an exclusive filmed preview of the Buffalo Organization for Scientific and Technical Innovations (BOSTI) worker productivity study findings which will be shown at the Westinghouse showroom. Most member firms offer tempting hors d'oeuvres and pastries to busy guests with no time to stop for lunch.

To top off the three-day event, a cocktail party will be held at the Metropolitan Museum of Art on Saturday, October 16, from 7-9 p.m. One of the industry's major social events, this occasion is also an important fund-raiser. This year, arrangements have been made for guests to view the new Michael C. Rockefeller Wing of Primitive Art. Party proceeds benefit the museum; all party costs are borne by Designer's Saturday.

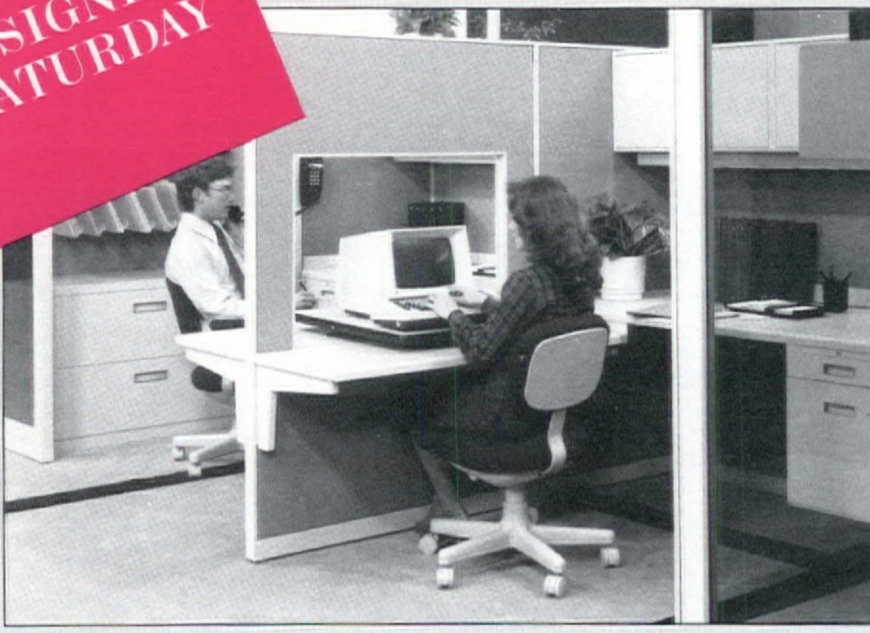
Throughout the market weekend, attending specifiers can recognize each other by the bags and posters they carry as they travel through New York's midtown-east area. Given out as souvenirs in almost every showroom, these items are colorful signs that Designer's Saturday is under way. This year, these banners will be seen as far downtown as New York's SoHo district, where Knoll opens its new 105 Wooster St. design center to participants.

Originally conceived as a means for specifiers to visit source firms and view products first-hand on Saturdays when showrooms are normally closed, this event has grown into a major contract market. Now, manufacturers plan important product introductions, saving new lines which might otherwise have been displayed at NEOCON for the event.

In addition, students are invited to attend, making Designer's Saturday an important educational resource for future professionals as well. As proof of this commitment, Designer's Saturday member firms offer a scholarship to interior design students. This year, the $3,000 donation will be presented to the Foundation for Interior Design Education Research (FIDER) in an attempt to benefit many schools and a greater number of students.

The following pages offer a glimpse of the many innovative and exciting design ideas to be presented at the market. Products to be displayed at each of the 44 participating showrooms are included in this section.

DESIGNER'S SATURDAY





Hayworth



RIDE THE CAROUSEL

Heads will turn when **All-Steel's** new carousel desk tops for CRTs go round. Mounted on a 26-in. work surface divided by a pass-through panel, they can be designed to enable four people to share one CRT. Vice president, marketing Tom Trybus will be on hand in the **110 E. 59th St.** showroom.
Circle No. 367.



Trybus

HIGH-LOW FASHION SHOW

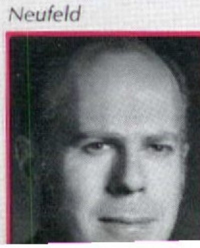
Alma-Desk president Chas. E. Hayworth will introduce visitors to the new 8600 series executive chair which makes its debut at the firm's **919 Third Ave.** showroom during Designer's Saturday. Available in both high- and low-back styles, chair features open arms with chrome accent trim or completely upholstered arms, as desired.
Circle No. 335.



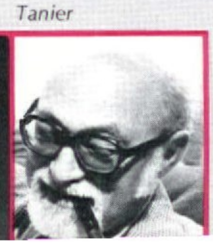
SCREAMS AND HOWELLS

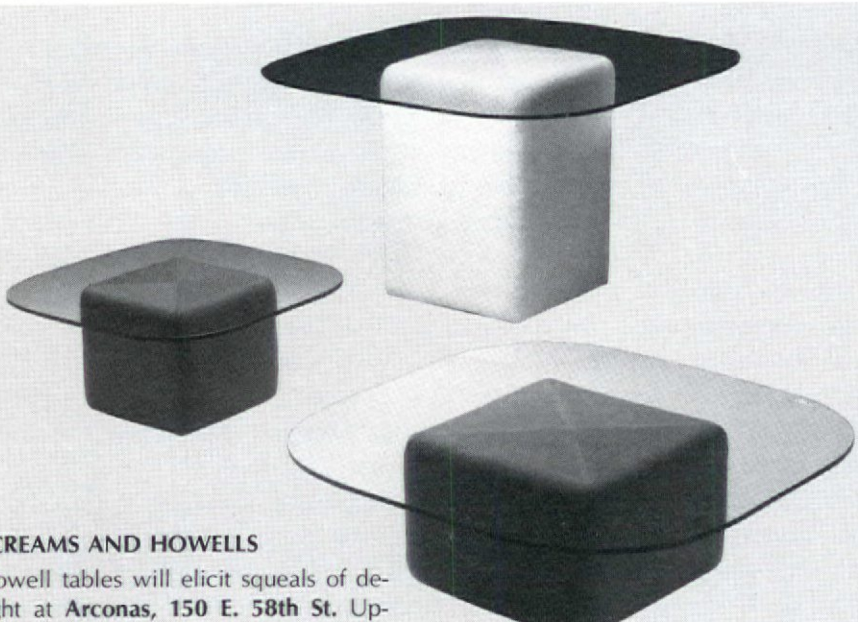
Howell tables will elicit squeals of delight at **Arconas, 150 E. 58th St.** Upholstered bases are molded of high-resiliency urethane; glass tops rest on acrylic mounts located just above the base. See company VIPs John Neufeld and George Tanier while viewing product displays. **Circle No. 369.**

Neufeld



Tanier





MORE, MORE & MORE

More multiples and more design innovations can be found at **Artemide, 150 E. 58th St.,** where "Pluralis" multiple seating group will be shown. Artemide executive vice president Guido Buratto will be on hand to discuss Pluralis and other introductions. **Circle No. 336.**

Buratto



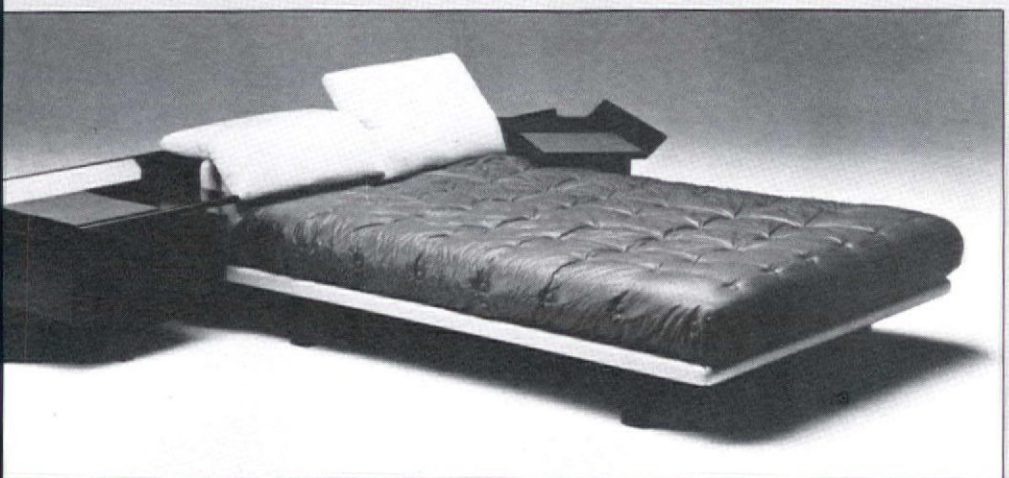


Nichols Kiviat



"SPEEDY" EXECS EXPLAIN PROGRAM

A U.S. license with an Italian accent brings a little Italy to **Atelier International, 595 Madison Ave.** There, Designer's Saturday participants will view new "Naviglio" lounge seating, which is made in America under exclusive license from Cassina of Italy. For fast post-show delivery, seating is offered as part of the firm's Special Program for Extra Expeditious Delivery (SPEED™). Steve Kiviat, president and John Nichols, vice president, sales will be on site to explain the program.
Circle No. 330.



NEW SLEEP STAR

The brightest star that shines in the **B&B America** showroom, **410 E. 62nd St.,** is the newest addition to Paolo Piva's Alanda series: a bed with wrap-around nightstands finished in black, red, or white glossy polyester. In addition, showroom hosts Ed Epstein, chairman, Stendig International, and president, B&B; Larry Pond, vice president, marketing; and Bjarne Skjonnemand, product manager will lead the way to new Alanda tables.
Circle No. 355.



Skjonemand



INDIAN SUMMER IN OCTOBER

Ancient concepts take on new dimensions at **Beylerian** this year. "Maya" chairs, designed by Finnish stylist Eero Aarnio, will be displayed at the firm's **305 E. 63rd St.** showroom in a variety of configurations. Among Beylerian representatives to be on hand to greet guests are George Beylerian, president, and Bill Gross, product manager.
Circle No. 342.



Beylerian

DESIGNER'S SATURDAY

BREATHTAKING DESIGN

Specifiers will be out of breath to see "Pantera" at **Brayton International, 150 E. 58th St.** It features leather or fabric upholstery and removable back and seat cushions. Available in two- and three-seat models, accompanied by Panta chair, seating will be displayed by L. Paul Brayton, firm president.
Circle No. 331.



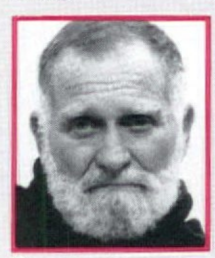


Brayton





Brickel



Bennett

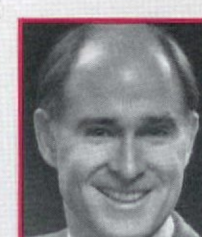
MAKING BOOK ON FURNITURE

A major source book which covers the history of the wood chair in America will be introduced by **Brickel, 515 Madison Ave.,** during Designer's Saturday. Published by Steven Brickel, and titled *The Wood Chair in America,* it documents four important design periods beginning with Colonial Early American and concluding with 20th Century Modern. In addition, a glossary of approximately 150 words and terms are defined, illustrated, and cross-referenced to other parts of the book. Steve Brickel and designer Ward Bennett will be on hand in the showroom to discuss the book as well as new product introductions such as the grid chair (shown). **Circle No. 347.**

AXIS IS GOOD TURN

Castelli's Axis seating is the ideal Designer's Saturday introduction. Axis 3000 can be equipped with armrests, ash trays, and writing tablets. Axis 4000 features an up-tilting seat designed to keep people moving freely. Look for firm president Robert Scalia and sales and marketing director Bob Turetsky at the **950 Third Ave. showroom.**
Circle No. 325.





Turetsky

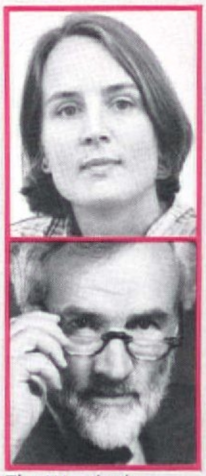


Scalia

MAGIC ON 57th STREET

Abracadabra! Warren Platner unveils the Magic Office #84 bentwood arm chair in **CI Designs'** New York showroom, **136 W. 57th St.,** specifically for Designer's Saturday. Chairs stack for easy storage or assemble in comfortable conference groupings to accommodate incoming visitors. CI Designs VIPs John Woodard and Ann Woodard are showroom hosts for the event.
Circle No. 343.





The Woodards



HOPPER STOPPER

Chair displays will invite showroom hoppers to linger at **Cumberland, 40 E. 49th St.** Seating introductions feature 1⅝-in.-diameter solid walnut or oak frames and are offered with or without arms. Among firm representatives hosting showroom activities are O.H. Krug, president, and Peter Forman, design director. **Circle No. 338.**



CLARKE EXPEDITION DISCOVERS "PLEXUS"

Corry Jamestown president Sam Clarke and vice president, marketing Vince Danesi will be the hosts when "Plexus" group office furniture is unveiled at the firm's **150 E. 58th St.** showroom. Interchangeable work surface and pedestals enable system design to meet needs of users. **Circle No. 327.**



Clarke *Danesi*





Ljung





Ringsted *DeVerniero*



CAT NAP ON SPIDER

Audio-visual presentations illustrating how to create a personalized environment are a good reason to stop at **Dux, 305 E. 63rd St.** Also exciting is the new Spider lounge on which travel-weary specifiers might be tempted to catch a quick cat nap. Opportunities to meet Dux VIPs Claus Ljung, Kirsten Ringsted, and Richard DiVerniero should keep most visitors on their toes.
Circle No. 351.

MODULAR MODULATION



Hayes

Dunbar, 305 E. 63rd St., reveals its S4 Series of modular office components. This system enables users to create a duplex office and conference room in one area, while utilizing the same equipment. Constructed of wood, it is designed to meet needs of both conventional and electronic offices, explains Dunbar president and showroom host Roger Hayes. **Circle No. 371.**





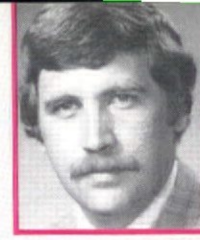
Barry *Strong*



JOIN THE QUORUM

Take a break and join the quorum at **GF, 655 Madison Ave.** There, showroom introductions will be dominated by new "Quorum" lounge seating, designed by Ray Wilkes. Modular units feature contoured cushions and tubular chrome legs which enhance sitting comfort. Try them out and chat with GF representatives Gerard J. Barry, New York general manager and Richard Strong, East Coast division manager. **Circle No. 348.**





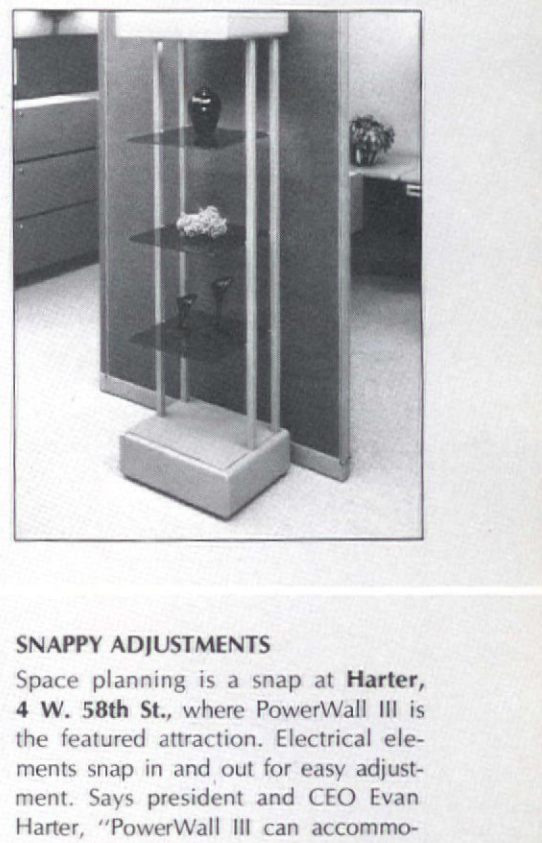




Meier *Sikkel* *Breslin*

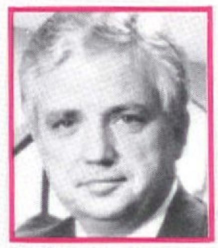
SURPRISE, SURPRISE

Haworth, 655 Madison Ave., is going to give "it" to designers. A surprise give-away is planned along with audio-visual presentations which provide specifiers with much-needed time to rest. A must-see product introduction is the firm's redesigned TriAmbiant™ lighting, shown here in a freestanding fixture with tinted display shelves. Vice president, marketing John Breslin; senior vice president William Sikkel; and vice president, sales Jim Meier are showroom hosts. **Circle No. 352.**

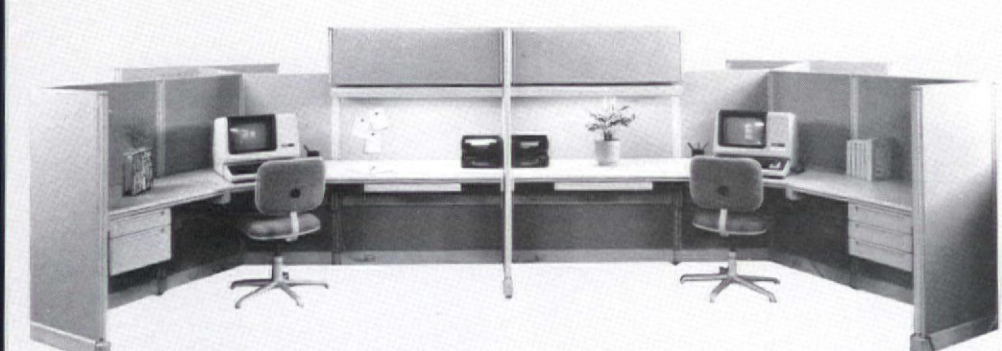


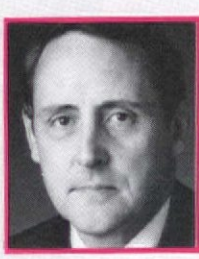
SUPPORT STATION AT 919 THIRD

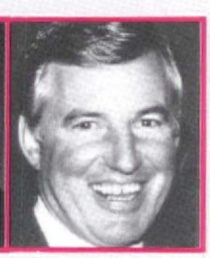
A stop at **Gunlocke's** GPS computer support stations will provide specifiers with valuable data. Located at **919 Third Ave.,** the Gunlocke showroom will house a complete component system designed for use by one or more operators. Gunlocke president Ken Book will be available to guide visitors through display areas. **Circle No. 328.**



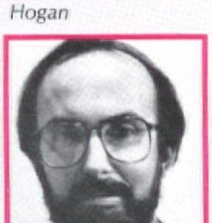
Book







Major *Hogan*



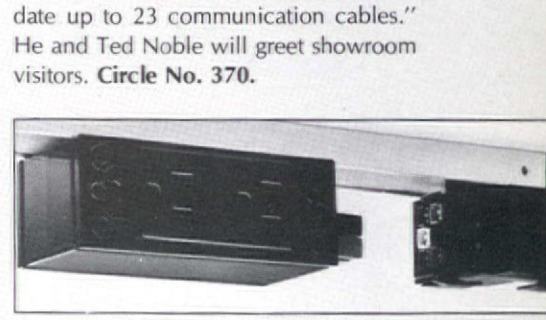
Saylor

FIVE SIDES AND A NEW ANGLE

A new 90-degree, five-sided worksurface is the main attraction to be seen at **Hauserman's 489 Fifth Ave.** showroom. Recently added to the firm's Privacy Panel System, units are constructed to be cantilevered, allowing users to move easily from task to task. Showroom visitors will be greeted by Hauserman executives Richard Major, president; William Hogan, senior vice president; and Charles Saylor, vice president, marketing—all of whom will be available to answer questions. **Circle No. 345.**

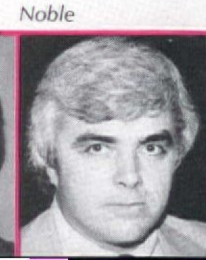
SNAPPY ADJUSTMENTS

Space planning is a snap at **Harter, 4 W. 58th St.,** where PowerWall III is the featured attraction. Electrical elements snap in and out for easy adjustment. Says president and CEO Evan Harter, "PowerWall III can accommodate up to 23 communication cables." He and Ted Noble will greet showroom visitors. **Circle No. 370.**



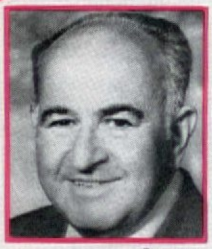
Harter *Noble*





DESIGNER'S SATURDAY





Seeman



Plaxa Becker

ORACLES FORETELL RELAXATION

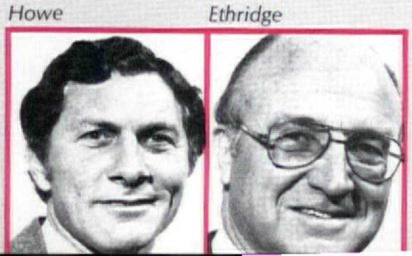
The oracle of Designer's Saturday Fred Seeman, a founding father, will nod benignly at **Helikon, 315 E. 62nd St.,** where the "Delphi" seating collection will be highlighted. Consisting of standard-size and small-scale pull-up chairs in both cane-back and armless versions, as well as a 48-in. settee, the new group offers showroom visitors numerous places to sit and rest. Firm president Seeman, executive vice president Michael Plaxa, and vice president, design Bob Becker will be in attendance at the showroom. **Circle No. 326.**

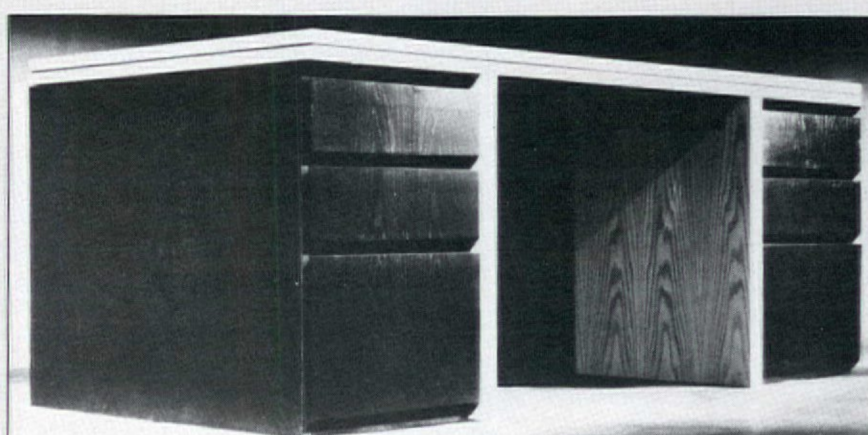


TABLE DESIGNERS FLIP THEIR TOPS

You'll flip for Flip-Top tables slated for display at **Howe, 155 E. 56th St.** Designed by Norman Cherner, tables will be shown by Pat Howe, chairman of the board and Jim Ethridge, president. **Circle No. 329.**

Howe Ethridge







Friedman Hoffman

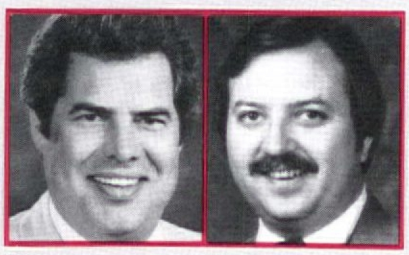
PINSTRIPES SUIT EXECUTIVES

Fashion-conscious Designer's Saturday attendees should include **ICF, 305 E. 63rd St.,** on their list of must-see showrooms. There, Pinstripe desks, designed by the Walker Group, will be paraded down the runway. Series additions include attached and freestanding CRT terminal tables with optional directional focusing. Take time to visit with showroom VIPS Sam Friedman and Pat Hoffman **Circle No. 374.**

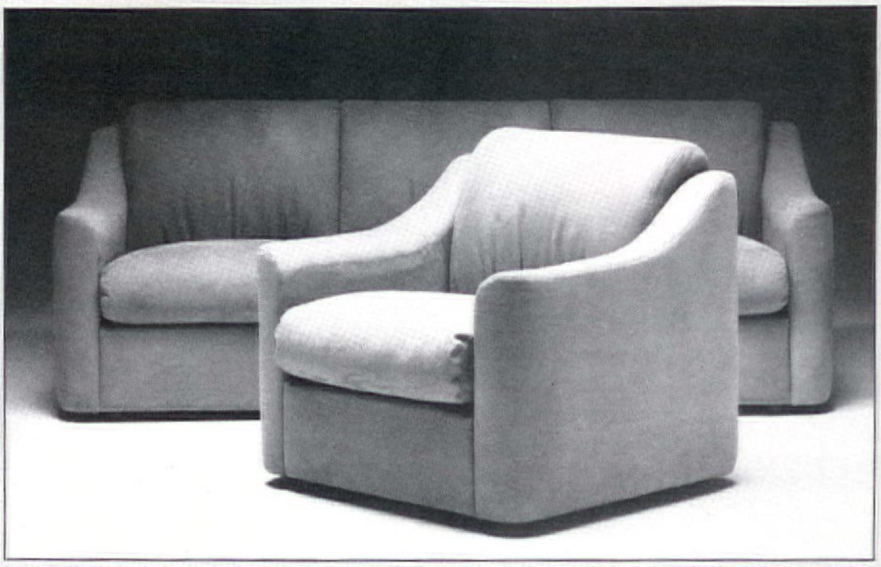


ART DECO DEBUT

Versatile styling is a key element needed in today's furnishings. **Kimball's** Stellans Collection seating, designed by Dewey Hodgdon, meets that need. Slated for introduction at the firm's **150 E. 58th St.** showroom during Designer's Saturday, seating is offered upholstered with walnut or mahogany frames. "Art Deco styling makes this seating applicable to office and hospitality settings alike," comments Donald J. Savoy, national sales manager, who—along with Ronald J. Werner, national sales manager, Artec—will host showroom events. **Circle No. 334.**



Savoy *Werner*

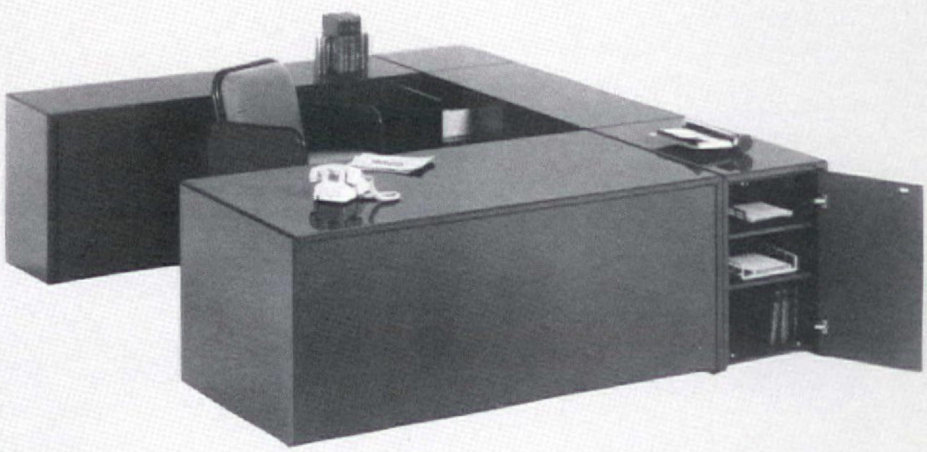


VIDEO VIEW

With a new showroom located at **654 Madison Ave.**, and newly-introduced executive video display stations, **iil International** will extend a welcoming hand during Designer's Saturday. Firm chairman John Geiger will be on site for the event to explain uses of new information processing components; highlight aspects of showroom design; and guide guests to seating debuts, such as "Farfalla" (shown). **Circle No. 340.**



Geiger





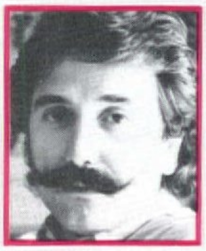
Mayen *Eisen*

JOIN THE PARADE

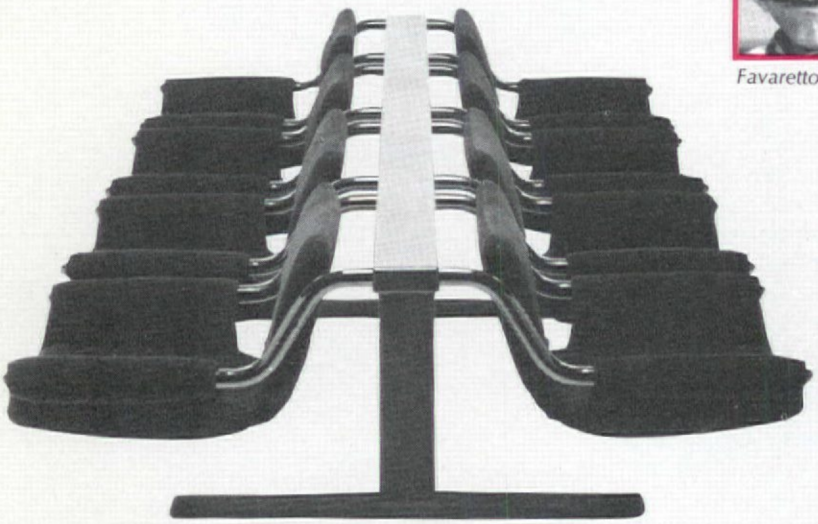
Stop in at **Intrex, 343 E. 62nd St.**, where new Katonah Executive "L" desks are featured players. Intrex president Leonard Eisen and executive vice president Paul Mayen are the MCs for a parade of new furniture designs including a double pedestal executive desk, lateral files, and filler cubes. All are offered in 13 glossy lacquer colors, five woods, and five burls. **Circle No. 354.**



Howard *Hayward*

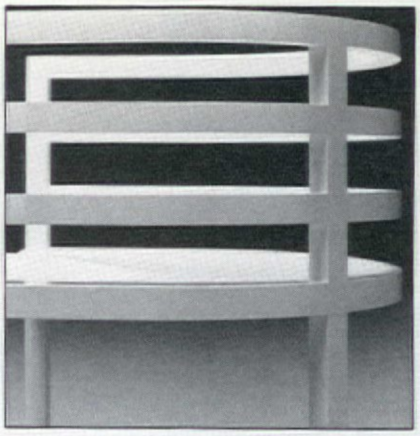


Favaretto



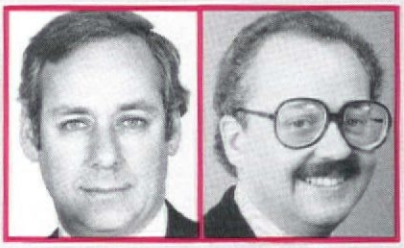
THESE ARE A FEW OF THEIR FAVARETTO THINGS

A new public seating series by Paolo Favaretto will be spotlighted at **Kinetics' 150 E. 58th St.** showroom. Seating floats outward from a central base, lending a dramatic atmosphere to lobby and waiting areas. Meet the designer, president Rick Howard, and design director Jim Hayward. **Circle No. 373.**



SO WHAT'S NEW? SOHO!

Designer's Saturday expands this year to include a SoHo showroom as **Knoll** brings event activities downtown to its new design center at **105 Wooster St.** Featuring its specialized International Collection, this showroom offers specifiers opportunities to see designs made in Europe for the European market, but previously unavailable in the U.S. Knoll will continue to house product introductions, such as "The Chair" by Richard Meier, at its **655 Madison Ave.** showroom. Hosts are Jeff Osborne, vice president, design and Lew Singer, vice president, eastern division.
Circle No. 358.

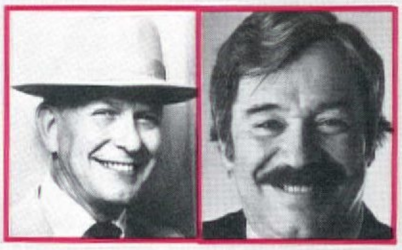


Singer *Osborne*



INTERNATIONAL LOUNGE ON 59th STREET

The best in international furniture design is what is being offered by Designer's Saturday showrooms. **Jack Lenor Larsen, 232 E. 59th St.**, is no exception. There, visitors will see the new El International Collection, featuring five groups of lounge chairs and sofas that include "Galaxy" covered in swiss cow hide. Larsen executives, among them furniture division director Guido Baumgartner, will be on hand to greet visitors.
Circle No. 337.



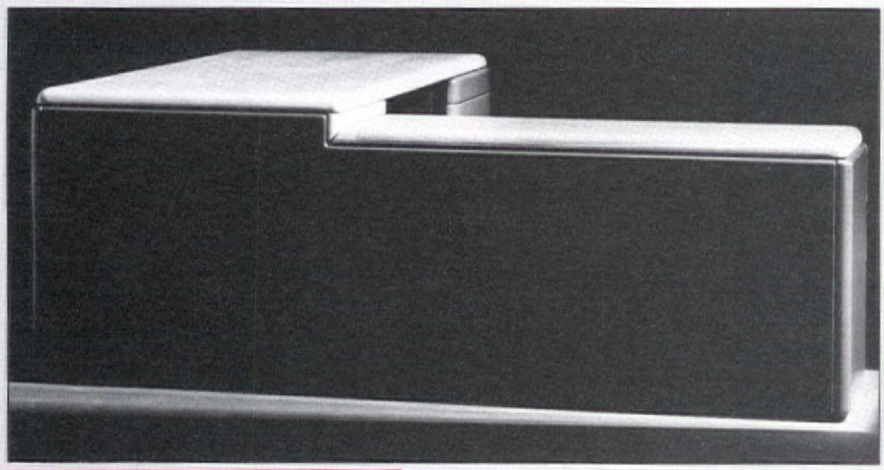
Larsen *Baumgartner*


Lanphear

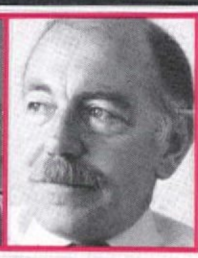


SHORT TRIP AROUND THE "BLOC"

Even if you've negotiated many a New York intersection to see Designer's Saturday showrooms, it's worth another trip around the block to see **Lehigh-Leopold, 150 E. 58th St.** Featured is new "Bloc" series of executive desks, credenzas, and occasional tables shown in an eye-catching display. Visitors will meet Bill Sample, vice president, general manager; and Leslie Lanphear, regional sales manager. **Circle No. 341.**




Kane


Case


Heumann

"U" SEEKS YOU

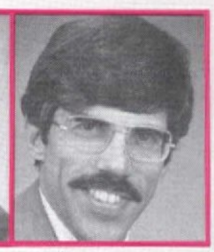
Metro Furniture, 306 E. 61st St., debuts the Kane desk group. Designer Brian Kane presents management desks in two widths, desks with left and right returns, a "U"-shaped configuration, and complementing cabinets. While in the showroom see Elvin Case, vice president, marketing and sales and Syl Heumann, co-president.
Circle No. 350.



CHAIR OF ANOTHER COLOR

New monochromatic color schemes will grace Vertebra and Dorsal seating systems at **Krueger, 919 Third Ave.** Now, besides standard black finish, popular sand and umber tones will be offered. Seating is designed by Emilio Ambasz and Giancarlo Piretti for OPEN Ark B.V. and manufactured under exclusive U.S. license. Stop in and chat with Phil Hendrickson and Richard Resch, firm top executives.
Circle No. 375.


Hendrickson


Resch





Irving Rosen



Leon Rosen



Arthur Rosen

REST YOUR FEET ON 62nd STREET

Tired feet at Designer's Saturday? Participants are invited to sit and rest at the **Pace Collection** showroom, **321 E. 62nd St.**, where audio-visual presentations will be shown. Short and entertaining films will explain manufacturing methods used to create furniture designs on display. "Look for the new 'Meteora' series, Pace/Olivetti Synthesis, and Bounty seating group," advise the Rosen brothers, Irving and Leon (president and executive vice president respectively) and Arthur Rosen, vice president, sales. All three will be on hand to greet guests and show product introductions. **Circle No. 346.**

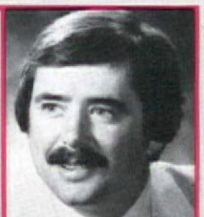


ADJUSTABLE FURNITURE INVITES CHANGE

Recently introduced information processing support furniture will take center stage at **Herman Miller, 600 Madison Ave.**, throughout Designer's Saturday. Designs such as management workstation (shown) offer completely user-adjustable components aimed at easing computer-related tasks. Robert Koeze, New York market manager; Phil Mercorella, vice president, office/institution div.; and Bruce Reinhart, director of marketing, will be there to explain system features. **Circle No. 332.**



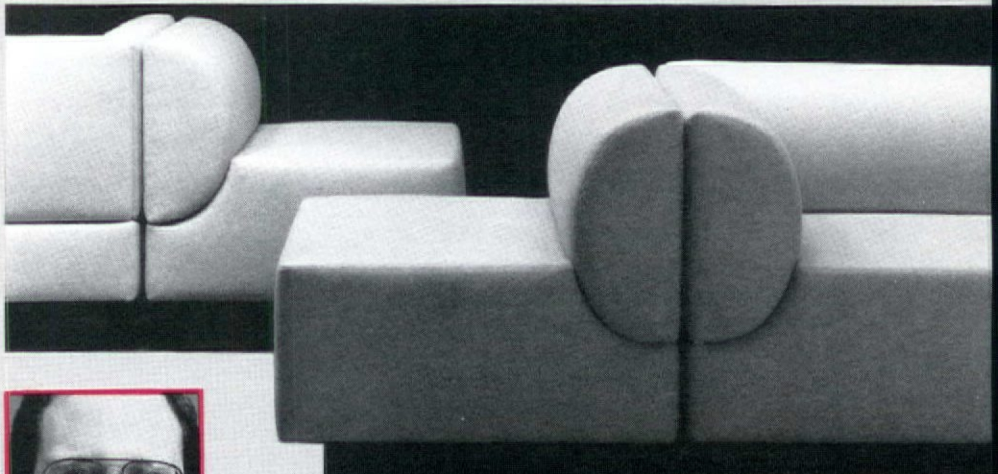
Mercorella



Reinhart



Koeze





Probber

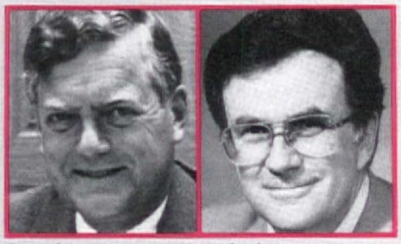


Joseph

THEY WELCOME YOU WITH OVAL ARMS

Showroom visitors will find many places to lounge around at **Harvey Probber, 979 Third Ave.** There, Oval Arm seating in seven modules will be on display. Contrasting seat and back materials can be ordered from hosts Jory Probber and Sonia Joseph.
Circle No. 368.





French *Malcolm*

KEEPING UP THE TEMPO

Keeping in step is no problem with Tempo 3 office systems from **Shaw-Walker, Chrysler Bldg.** Systems integrate completely modular components for maximum design flexibility. Planned Designer's Saturday product introductions which enhance this group include a sled base side chair recently added to the firm's 360 series office seating line. Take a seat and chat with showroom hosts George French and Peter Malcolm. **Circle No. 376.**



MIXER FOR EXECUTIVES

Viva Italia! A multitude of Italian furniture and furnishings designs can be seen at **Stendig, 410 E. 62nd St.**, throughout Designer's Saturday. Of note is Mix + Master Executive Series 6000 designed by Afra and Tobia Scarpa (shown). Exciting Italian lighting introductions as well as new seating collections will also be introduced by showroom hosts Ed Epstein, chairman, Stendig International, and Larry Pond, vice president, marketing. **Circle No. 344.**



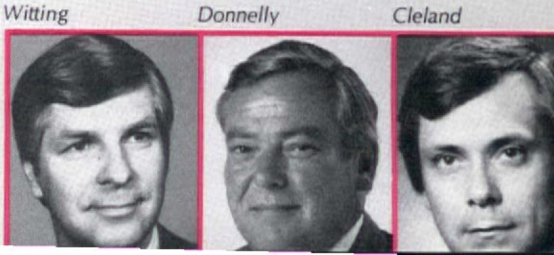
Pond *Epstein*



DESIGNER'S LAST STAND

Steelcase, 299 Park Ave., adds two new VDT stands to its Ultronic 9000 systems furniture line. Designed for VDTs with detached keyboards, stands increase operator comfort by adjusting to eliminate glare. Showroom hosts are Dave Donnelly, vice president and general sales manager; Paul Witting, senior vice president, marketing; and Tom Cleland, Eastern general sales manager.
Circle No. 353.

Witting *Donnelly* *Cleland*



DESIGNER'S SATURDAY



Hunting







Viglione Bryant

"MOVING CHAIR" STOPS TRAFFIC

For today's on-the-go space design client, **Stow Davis** presents the "Moving Chair" in mirror chrome steel or black fused epoxy on steel. A major introduction planned by the firm for Designer's Saturday, this chair will be shown by Stow Davis representatives Allen Hunting, president; Joe Viglione, vice president, sales and marketing; and Darryl Brant, national sales manager, at the **950 Third Ave**. showroom.
Circle No. 333.

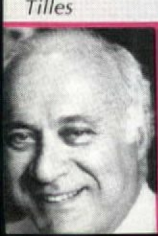


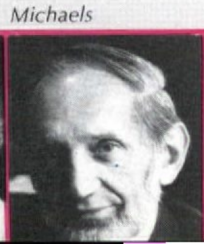
CONSOLE ELATION

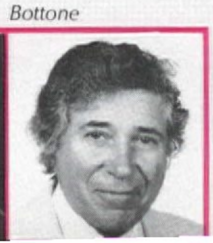
An aura of elegance surrounds **John Stuart/John Widdicomb's** new "Aurora Collection" of credenzas, etageres, and consoles. Designed by Robert and Bruce Mulder, this series combines wood and metal to create graceful accents in the executive office. Located at **979 Third Ave.**, the showroom will be staffed by Roger Michaels, senior vice president; Bud Tilles, executive vice president; and John Bottone, vice president, contract sales. **Circle No. 356.**

Tilles Michaels Bottone











Ball

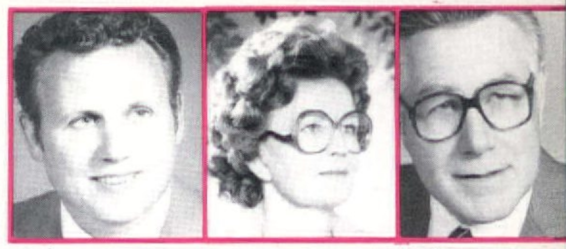


Graves

A GRAVE AFFAIR

Posters designed by Michael Graves are a one-of-a-kind giveaway planned by **Sunar** in its **730 Fifth Ave. showroom.** Posters keynote the New York debut of the architect's chair series, shown here with upholstered seat. While at the showroom, meet Graves along with design director Douglas Ball.
Circle No. 372.





Riederer *Burgasser* *Nielsen*

STARS LINE UP

Make way, MGM. MGT is coming. Don Petitt reveals a new series of high-back swivel chairs at **Thonet's 305 E. 63rd St.** showroom during Designer's Saturday. Made from white oak face- and core-veneer or mahogany face molded plywood, this seating is specifically designed for management offices. Firm president John E. Riederer, vice president, manufacturing Robert Nielsen, and vice president, design Joan Burgasser will introduce this all-star design line-up. **Circle No. 357.**





WARM UP TO USER-FRIENDLY FURNITURE

Designer's Saturday participants will preview an exciting and extensive array of 122 new colors, textures, and patterns now offered by **Westinghouse** in its **200 Park Ave.** showroom. Introductions complement current trends and meet appropriate product codes. William Anderson, Westinghouse design manager, Charlie Moll, regional manager, and Jim Stein, market manager will be on hand to welcome visitors to a colorful open house. **Circle No. 339.**



Andersen *Moll*



Stein

DESIGNED ON A TILT

Discover Raftery executive chairs at **Vecta, 150 E. 58th St.** Named after design director Bill Raftery, chairs feature Vectaflex™, a mechanism which allows the front of the seat to tilt downward, while feet remain on the floor. "Subtle contours in seat and back correctly support and distribute body weight," explains Raftery, who—along with James Welch, vice president, marketing and sales—will be on site to greet guests. **Circle No. 349.**



Welch *Raftery*

FURNITURE INVENTORY SPEEDED BY BAR CODING

Bar codes similar to those used in supermarkets offer the prospect of faster and more efficient furniture inventory and specification

by **RACHEL LONG**
Assistant Editor

Bar codes, which appear on nearly every supermarket shelf item, are now cropping up in offices, making the era of bar coding for designer/specifiers a reality.

At Scanning Technology Inc., a Chicago enterprise offering bar coding for the commercial furnishings industry, data base scanning is seen as a tool to eliminate many time-consuming inventory functions.

Thomas Stat, president of the company, says, "Bar coding and computer scanning is not new technology. It is currently used by many businesses and the Universal Product Code (UPC) is now common. However, use in the contract specifications field promises significant benefits to manufacturers, designers/specifiers, and end-users."

Bar coding and scanning is applicable to product handling, pricing, specifications, inventory, and tracking.

These applications of bar coding were reasons AT&T, Chicago, worked with Scanning Technology on coding a 10-story office space. After AT&T selected and approved furniture for specs it created a data base for purchasing furniture and furnishings. When specifications were issued to 15 area dealers, AT&T determined what to buy from whom by automatically comparing prices and other details.

Code can specify orders

Stat claims bar coding could make hand-written specification obsolete. Electronic orders can be processed at greater speed since recorded information can be directly transmitted via telephone to a manufacturer or dealer. Bar coding and creating a data base is best done at the point of specification, because the process will inventory and track throughout the life of the product.

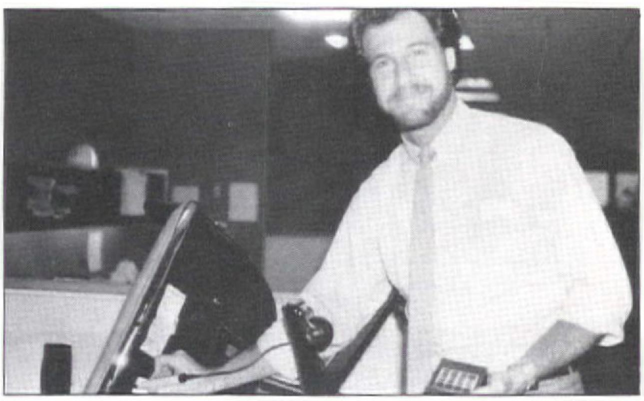
Data bases that offer inventory and purchasing information may aid in deferring taxes, determination of fixed assets, and total analysis for companies using the system. Programming rights for bar coding are protected and may be customized for specific clients. Recently developed standards for placement of bar code labels and effective adhesives contribute to the attraction of bar coding, according to Stat.

SCANNING TECHNOLOGY, INC.
INVENTORY REPORT BY LOCATION

LOCATION	CONTROL	PRODUCT #	ITEM	DIMENSIONS	FINISH
1326	292	SC	OVER FILE STORA	L41 W30 H18	BLACK PAINT
1326	293	SC	OVER FILE STORA	L41 W30 H18	BLACK PAINT
1326	294	SC	OVER FILE STORA	L41 W30 H18	BLACK PAINT
1326	295	SC	OVER FILE STORA	L41 W30 H18	BLACK PAINT
1326	296	SC	5 DRAWER L FILE	L42 W18 H65	BLACK PAINT
1326	297	SC	5 DRAWER L FILE	L42 W18 H65	BLACK PAINT
1326	298	SC	5 DRAWER L FILE	L42 W18 H65	BLACK PAINT
1326	299	SC	5 DRAWER L FILE	L42 W18 H65	BLACK PAINT
1326	300	AURORA	SHELVING	L42 W13 H88	BLACK PAINT
1326	301	AURORA	SHELVING	L84 W26 H88	BLACK PAINT
1326	302	AURORA	SHELVING	L84 W26 H88	BLACK PAINT
1326	303	SC	STOOL		HOPSAK RED
1326	304	SC	STOOL		HOPSAK RED
1326	305	CRAMER	LADDER		GRAY
1326	306	RUBBERMADE	STEP STOOL		BLACK
1326	307		WORK/STORAGE UN	L286 W41 H38	BLACK LAM
	16	TOTAL ITEMS			
1327	451		DESK W/PENCIL D	L83 W30 H30	WOOD
1327	452		COUNTER	L132 W18 H28	BLACK PLASTI
1327	449		CABINET WALL HU	L132 W16 H14	BLACK PAINT
1327	450		LATERAL FILE 2	L30 W18 H26	BLACK PLAINT
1327	453	KLBRNO	CHAIR		GRAY/STAINLE
1327	454	KLBRNO	CHAIR		GRAY/STAINLE
1327	455		LATERAL FILE 2	L42 W18 H26	BLACK PAINT
1327	456	KL	MGMT CHAIR		FAB GREY
1327	457		2 BOX DR/ 1 FILE	L30 W18 H26	BLACK PAINT
1327	458	KL ZAPH	DESK	L24 W36 H280	WOOD/GREY FA
1327	459	HM ERGON	CHAIR		FAB BLACK/AL
	11	TOTAL ITEMS			



Scanning unit and recording wand are easily hand-held as demonstrated by Thomas Stat, president, Scanning Technology (below). Information is picked up from bar codes through the wand and may be directly transmitted via telephone for ordering.



Optical Scanning Cuts Facilities Audit By Nearly 80% at M.I.T., Boston

New automated asset management system uses laser guns, eliminates university manhours

by **ROBERTA S. WALTON**
Managing Editor

Some $30 million in 24,000 new equipment and furniture items purchased within the past year at the Massachusetts Institute of Technology (M.I.T.) will soon be tracked in a novel optical scanning inventory management system implemented recently.

Improved security, accounting, effective re-utilization of furnishings and equipment, as well as cost savings in labor are among the advantages of the system cited by J. Terence Meehan, assistant director, Office of Facilities Management Systems, M.I.T.

As a university receiving government funding, M.I.T. operates under regulations that require a complete institutional inventory audit every two years.

Says Meehan, "A test performed recently by the institute discovered that an entire facility audit in the manual mode would demand the full-time work of 20 people over a one-year period. We determined that optical scanning could reduce that time by as much as 80 percent, or, to four workers per year."

Until the scanning system comes fully on-line, M.I.T. has assigned five workers to code and scan new acquisitions, while three teams of two people each are responsible for handling existing university property. The latter, acquired before fiscal year 1979, is comprised of 140,000 items valued at $154 million (in old dollars).

When labelling is completed on existing inventory, two persons will deal with reading exclusively, while five workers will continue to handle labelling and reading of new equipment.

Realizes total accountability

Under the M.I.T. system, which is based on a 39-figure alphanumeric code devised for the university's use, a laser scanning device works in tandem with a hand-held keyboard (no bigger than a calculator). The keyboard records the day's activities in a solid state memory which is later programmed into a computer at the end of each day's work.

M.I.T.'s prototype scanner was due to arrive last summer and Meehan projected that after a few months of systems

Scanning Technology is currently working with RMM, Chicago contract design firm, to implement the system. Stat and Alan Wilson, executive vice president of the technology firm, are cooperating to process furniture orders of RMM with the aid of bar coding. The company works with RMM in a service capacity to process specifications and update data bases. Stat is project director at RMM; Wilson is vice-president of the firm.

Track space for inventory

Eventually, space and furnishings may be recorded via bar codes. Such coding could aid planners and managers in tracking all furnishings in a given space, square footage, vacancies, and other architectural data.

Depending on the user of a given data base, stored information may vary. For example, it is currently possible to record such information on a standard chair as purchase data, manufacturer's number, cost, size, finish, and upholstery. It is also possible to get a printout of exact location and dimensions. Stat says the success of contract bar coding "ultimately depends on designers' and end-users' need for speedier ordering, tracking, and inventory." □

OPTICAL SCANNING

High tech inventory technique

programming, property managers could immerse themselves in a stage of information analysis.

As Meehan and colleague Bob Taylor, institute property officer, note, the data yielded by the computer will be extremely useful in audits—a key factor to an institution receiving government funds. "In addition," says Meehan, "bar coding will give us a handle on equipment theft and misuse patterns, enabling us to enhance security measures."

He continues to say that more efficient use of equipment and furnishings, including shared usage by various departments, can be an additional benefit of laser scanning. An updated database will yield information on how property is actually applied, or not applied, in practice so that re-assignment of items can be arranged according to need.

Tested devices for accuracy

M.I.T.'s laser gun scanner was chosen from among devices newly introduced to the market. It was developed by Symbol Technologies for use with a Telxon keyboard. Other manufacturers producing scanners include Hewlett Packard, MSI and Intermec.

"We sought a first-read rate of 95 percent that would help reduce inventory time. The laser gun scanner produces a light beam that gives a 100 percent accurate read on the first try," says Meehan. His department rejected light-pen scanners because they required too much dexterity to use, and thus, more manhours.

M.I.T.'s laser reads each code 120-times a second, offers depth of focus, and can skew for reading at difficult angles. Advanced technological features of the device are what impressed Meehan's staff. Ironically, however, improvements come so fast that obsolescence in scanners is a real problem.

"The state of art changes dramatically," Meehan notes. He is looking forward to development of a laser that incorporates a keyboard in one device.

As technology improves, it will add to the applications of optical scanners. Bob Taylor points out, "In hospital settings, bar coding of patients may not be too remote. Such a procedure would enable efficient identification of treatment needs and speedier billing."

The laser scanner used at M.I.T. is priced in the area of $3,000 and labels cost 10 cents apiece.

With the expertise gained from experience with optical scanning, M.I.T. hopes to disseminate procedures and benefits to other institutions through such organizations as the Society for Property Administrators (SPA), an M.I.T.-administered group of primarily nonprofit members devoted to facility management. Most of the 350 participants represent educational institutions, while others are from healthcare. SPA is convening next month at M.I.T. to address the latest developments in asset management, where long-range planning is a growing necessity. □

WHO'S WHO

60.3% OF FIRMS

Use of computers in space planning and design promises to be one of the fastest growing areas for contract practitioners, according to CONTRACT's seventh annual poll of contract specifiers. This year's survey reached out to the design and specification community throughout the Northeast quadrant of the United States, revealing that an impressive 197 respondents out of 327 plan future use of the computer in computational applications or Computer Aided Design and Drafting (CADD).

Of 380 replies to a question asking whether designer/specifiers currently use computers for space planning and design, 53, or 13.9 percent answered yes. However, an eye-opening 60.3 percent of 327 respondents *plan* to use computers in interior space design and planning—an important indication of the direction being taken by the contract industry.

A smaller percentage of responding architect/designer specifiers from the Northeast are involved in selling furniture and furnishings than was indicated by responses from the Southern tier of states polled last year. Almost one quarter of the Northeast

(Continued on p. 139)

IN CONTRACT DESIGN NORTHEAST

by **LEN CORLIN**
Co-Publisher/Editor

POLLED PLAN COMPUTER DESIGN PROGRAMS

From Maine to Maryland, the design community is reaching out for a new tool—the computer; a majority of respondents to CONTRACT's 7th annual Who's Who survey indicate their intent to begin working with Computer Aided Design & Drafting.

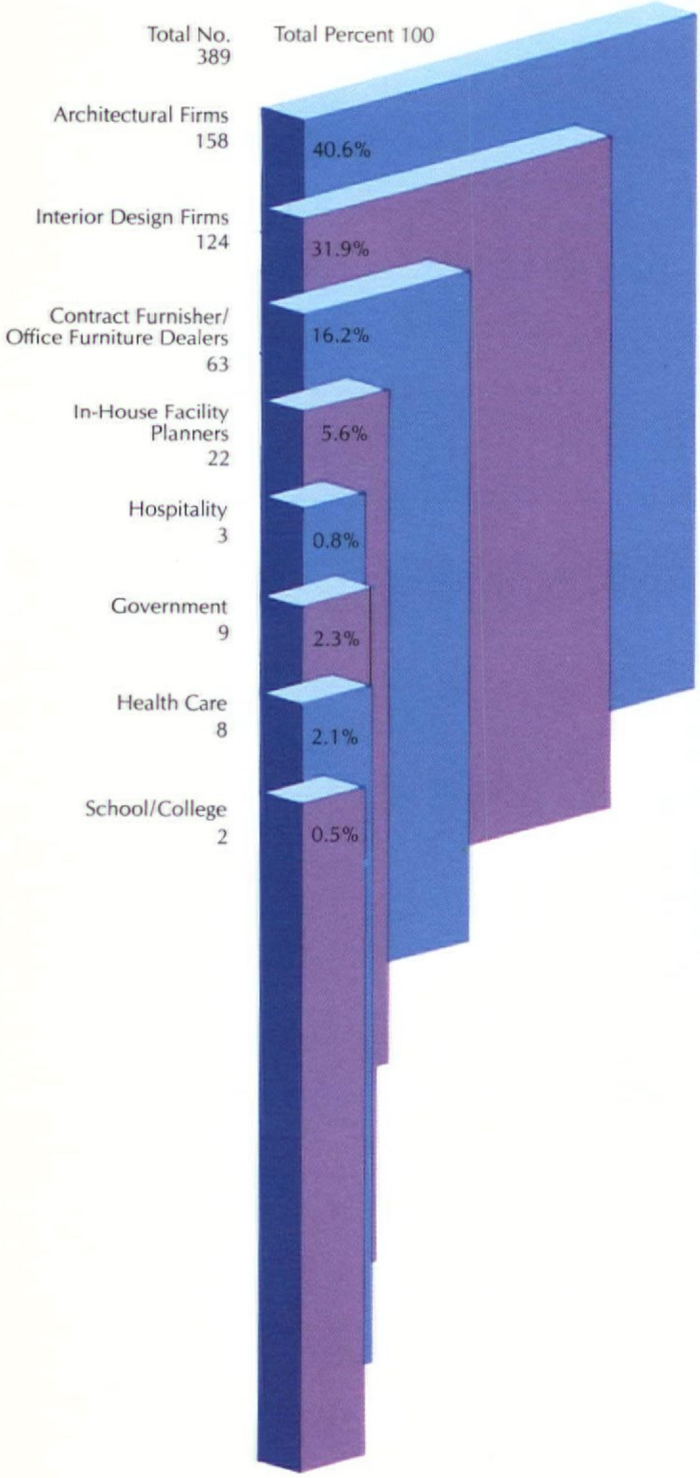
DO YOU USE COMPUTERS FOR SPACE PLANNING AND DESIGN? (Based on 380 Replies)

	Number of Replies	Percent of Response
Yes	53	13.9%
No	327	86.1%
Total	380	100%

IF NO, DO YOU INTEND TO DO SO? (Based on 327 Replies of Respondents Who Don't Use Computers At Present)

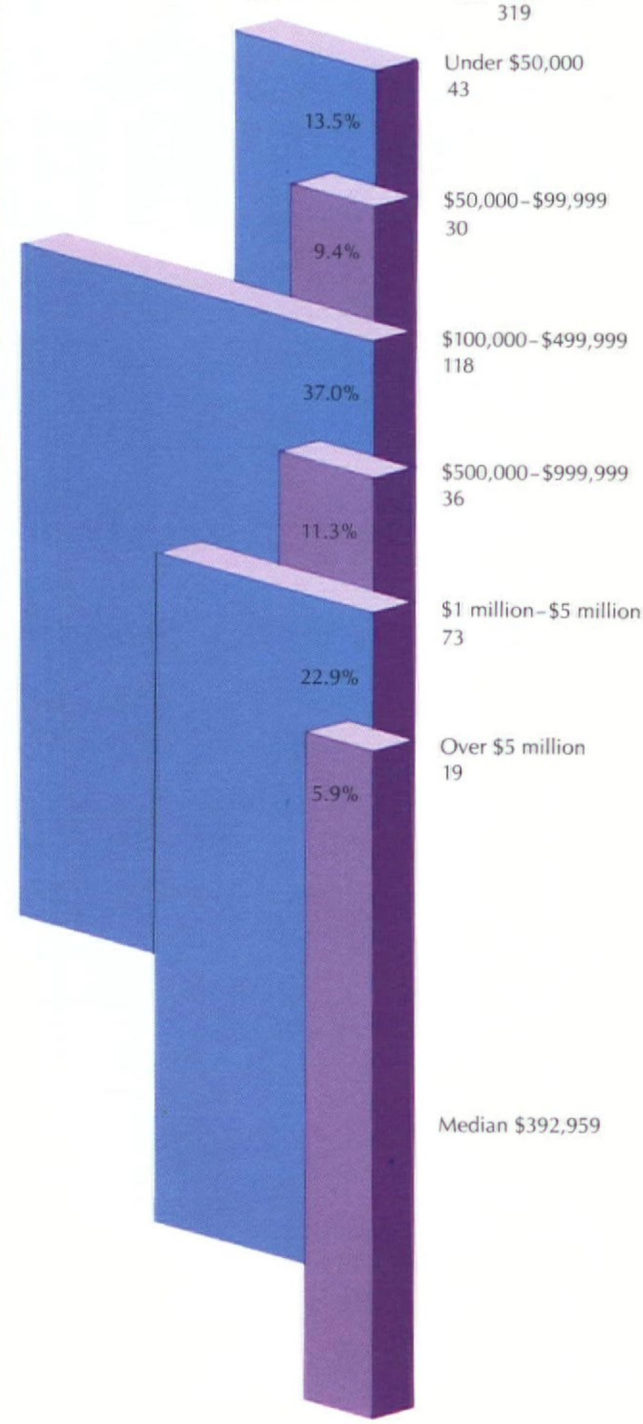
	Number of Replies	Percent of Response
Yes	197	60.3%
No	95	29.0%
No Answer	35	10.7%
Total	327	100%

TYPE OF FIRM



DESIGN SERVICE FEES

"What is your current ANNUAL contract dollar volume for design services only (excluding furniture/furnishing sales)?"



Larger fee base inhibits furniture sales

group accounts for about $50 million in sales of contract furnishings. Based on 118 replies, average sales were $2.2 million, compared to an average of $1.8 million reported by 117 such firms in the South last year.

Obviously, the larger fee base in the Northeast has influenced fewer design and specification organizations to undertake furniture and furnishings sales as a means of enhancing profits.

Contract furnishers and office furniture dealers who responded to this survey reported dollar sales volume in 1981 amounting to $209.5 million, more than 75 percent of volume reported by all respondents to the poll.

Furniture specification averaged $3.6 million, based on 263 replies, compared to $1.6 million reported in the South last year with 244 replies. Impressively, the average for the design community in the Northeast was more than double that of the South, where total volume of furniture and furnishings specification last year was $405.9 million. The total for the Northeast this year was nearly $958.5 million—reaching for $1 billion.

Architectural firms doing interior space design work constituted 40.6 percent of those polled, or 158 out of 389 respondents. This compares with 31.9 percent of the total, which was comprised of interior design firms. Reported in last year's tallies of the South, architects comprised 40.7 percent and interior design firms represented 31.6 percent of total replies. All other categories also remained within a few percentage points of each other in yearly comparisons.

Design service fees showed a bimodal curve. Of 319 responses:

- 19 realized over $5 million.
- 73 reported $1 million to $5 million.
- 36 indicated volume of $500,000 to $999,999.
- 118 were in the $100,000 to $499,000 ranking.
- 30 reported $50,000 to $99,999.
- 43 had under $50,000 in volume.

As in previous years, the greatest percentage of non-stocking dealers or procurement managers falls into the under-$100,000 design

ARE YOU EITHER A NON-STOCKING DEALER OR PROCUREMENT MANAGER? (BY DESIGN SERVICE FEES)

	All Responses	Under $100,000	$100,000-$499,999	$500,000-$1,000,000	Over $1,000,000
Number of Replies	304	69	110	39	86
Yes	30.3%	39.1%	30.0%	25.6%	25.6%
No	69.7%	60.9%	70.0%	74.4%	74.4%
Total	100%	100%	100%	100%	100%

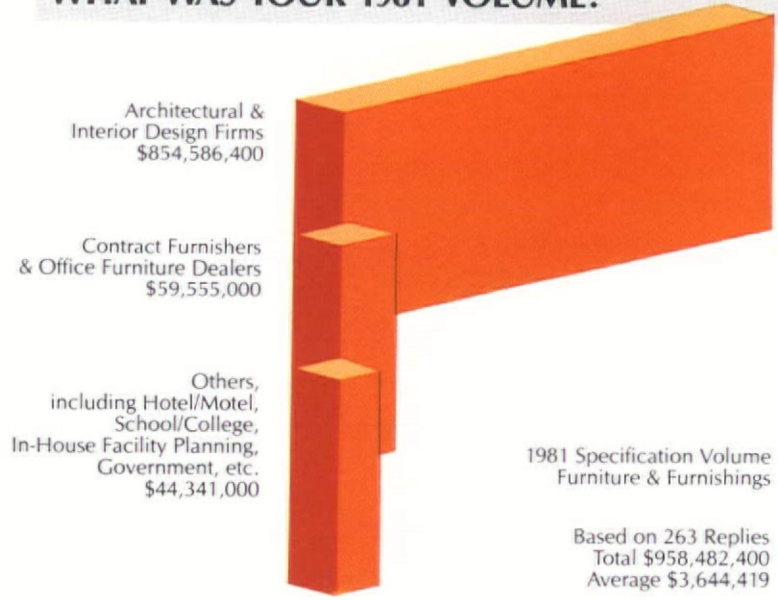
Office design remains biggest category

firm fee category. Some 39.1 percent of 304 replies were in that category. This fact illustrates that firms with lower-than-average design service fees are enhancing profitability by becoming non-stocking dealers.

It is interesting to note, however, that less than one-third of respondents are into non-stocking dealer/procurement functions in the Northeast. This compares with 37½ percent noted last year for the South—where greater distances between urban centers and the need for improved profit ratios dictates that firms deal in this area.

Office design work continues to dominate the type of projects done by respondents. With the office design market constituting about 50 percent of all contract work, it is only natural that 46.3 percent of all projects in

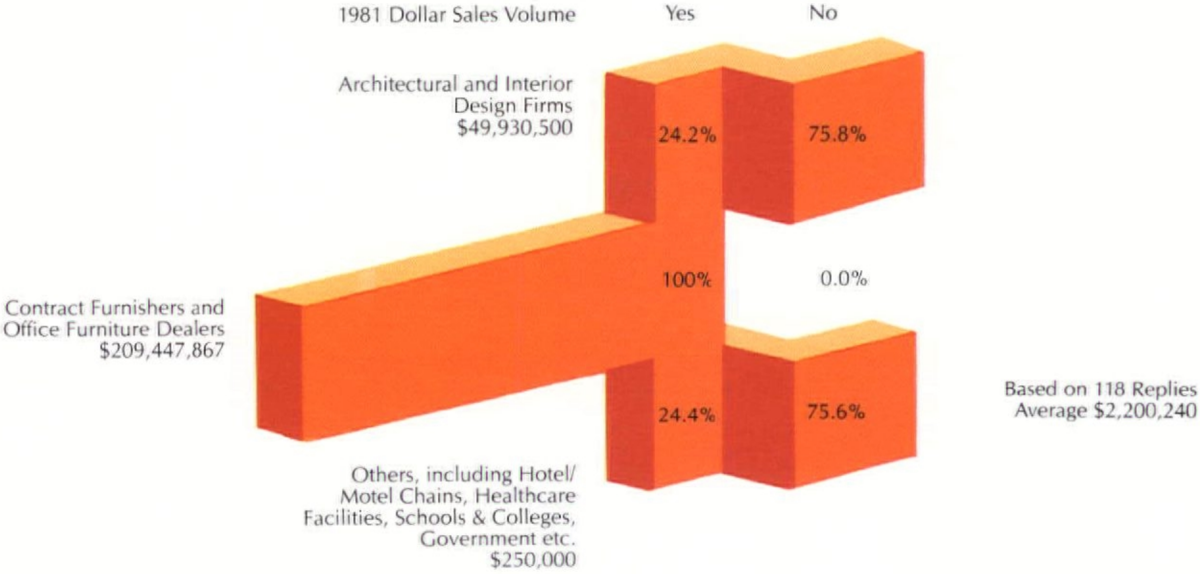
IF YOU SPECIFY FURNITURE/FURNISHINGS, WHAT WAS YOUR 1981 VOLUME?



1981 SPACE DESIGN WORK BY TYPES OF PROJECTS

Number of Replies	All Responses 383	Architectural and Interior Design Firms 281	Contract Furnishers & Office Dealers 60	Others 42
Office	46.3%	43.2%	61.7%	44.8%
Hotel/Motel	3.1%	3.2%	0.9%	5.8%
Banks	6.2%	6.6%	8.7%	0.2%
Restaurants	5.1%	5.5%	3.6%	4.5%
Educational/Library	5.6%	5.3%	7.7%	4.4%
Residential	7.7%	9.8%	2.3%	1.5%
Government	4.8%	3.7%	5.0%	11.2%
Stores/Shopping Centers	7.7%	9.2%	3.0%	4.9%
Religious	1.2%	1.4%	0.7%	0.0%
Healthcare	7.8%	7.5%	6.3%	12.2%
All Others	4.5%	4.6%	0.1%	10.5%
Total	100%	100%	100%	100%

DO YOU SELL FURNITURE/FURNISHINGS?



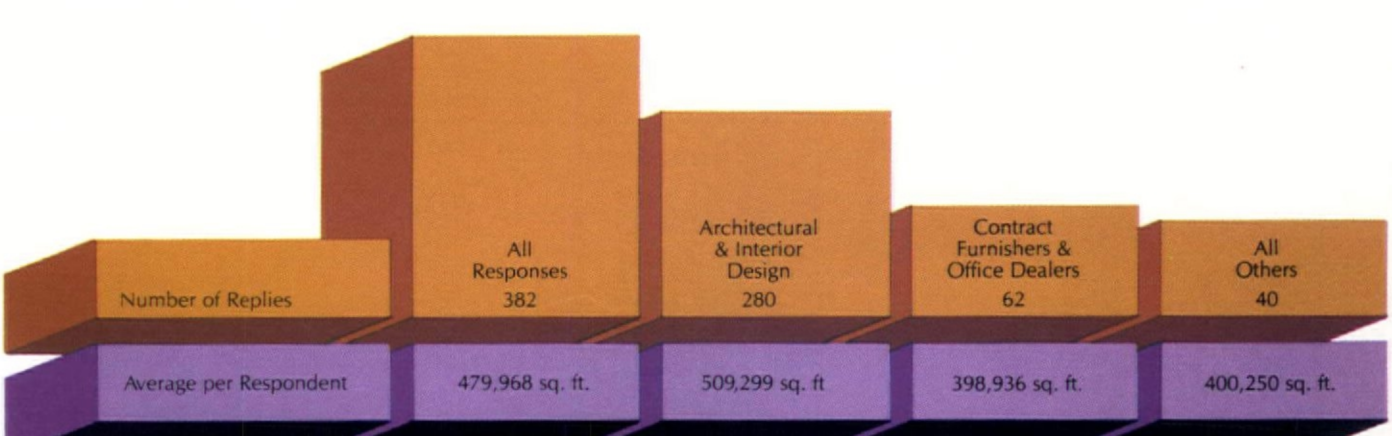
the Northeast are in office planning. All other types of commissions ranged from 1.2 percent/religious to 7.8 percent/healthcare spaces.

As in all previous years, it should be noted that this survey is *not* a ranking of firms by square footage designed, dollar sales volume, or design fee. It is intended as a cross-section report on all strata of companies, from those designing under 50,000 sq. ft. of space annually to those designing one million sq. ft. and more. Nor is the statistical tabulation meant to be all-inclusive; many respondents had to be eliminated because questionnaires lacked details needed to make the published results meaningful to the reader.

Any disparities in number of listings on the following pages as compared with numbers on statistical charts are due to this effect as well as to the addition of surveys received after deadline which were not included in statistical data.

Researcher for this presentation was Richard Sulzman, CONTRACT market research manager. Next year, CONTRACT returns to the Midwest for its Who's Who inventory of design/specification firms and the people who make them work. □

HOW MANY SQUARE FEET OF SPACE DO YOU DESIGN/PLAN ANNUALLY?



CATEGORY I
OVER ONE MILLION SQ. FT. DESIGNED/SPECIFIED

CATEGORY KEY*

Contract Designer	C
Architect Specifying Interiors	A
Contract Furnisher/ Office Furniture Dealer	F
Facility Planner (in-house)	P
Government Agency	G
Hotel/Motel/Restaurant	M
Health Care	H
Educational	E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1981 PROJECTS											ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	
AIG Architectural Dept. 70 Pine St. New York, NY 10005	P			27	VP Real Est.: W.E. Whiting. Dir Arch: J. Devlin.	100															
Aldrich Co. Inc. 321 Commonwealth Rd. Cochituate, MA 01778 617/969-1200	A	14	250	15	Mgr: Rodney Burnett, RA. VP: Frederic O. Glover, Jr., R.A. VP: Joseph L. Polito, RA. Proj Archs: J. Erik Mollo-Christensen, RA, Peter Rogers, RA, Daniel Hunter, RA	15			3		20	7				55	●				Foxboro Co., 120,000 Johnson & Johnson, 520,000 IBM, 250,000 Fairchild Semiconductor 130,000 Smithkline Corp. 85,000
Associate Designers Inc. P.O. Box 2083R Morristown, NJ 07960 201/267-7377	C			3	Pres: Elaine Silberman. Des: H.A. Silberman.	20			55	10				15					●		Hanaurer Stern, 35,000 Giant Food Stores, 1,500,000 Wecht's 25,000 Shop Rite, 35,000 Courtesy, 30,000
Atlandia Design & Furnishings Sub Div Golden Nugget Inc. 350 W. Delilah Rd. Pleasantville, NJ 08232 609/646-0177	P	1	30	10	Dir Nevada Oper: Brad Freidmutter. Chf Des: Roger Thomas.		98									2	●				Golden Nugget, Atl City 65,000 Golden Nugget, Las Vgs 16,000

Beatty Brunjes & Assoc. 12 W. 32 St. New York, NY 10001 212/563-0565	A	1	30	5	Ptnr: George E. Beatty Jr. Ptnr: Edwin H. Brunjes. Chf Int Des: Melvin Vorel.	30					50	10	10								
Belmuth Design Group Ltd. 30 W. 56th St. New York, NY 10019 212/246-3050	C		20	20	Dir Des: Jerry Floyd. Des Coor: Vincent D'Aquila. Proj Dir: Louis Domingo. Proj Coor: David Treadway.	5	85			10							●				Trump Hotel, 750,000 Palace Hotel, 453,000 Americana Hotels, 260,000 Cornhusker Hotel, 270,000 Ritz Tower 5,500
Benche Inc. 31 Lafayette St. Schenectady, NY 12305 518/372-4706	F	2	60	5	VP: John Zelinsky. Int Des: Kay Lahm. Int Des: Kathleen deLalla.	80		10			10								●		Fairchild, 60,000 Matthew Bender, 25,000 Singer Link, 125,000 Schenectady Trust, 40,000
Borowko, Julian J. Architect Inc. 10 Industrial Park Rd. Hingham, MA 02043 617/749-3220	A		16	4	Pres: Julian J. Borowko. VP: Ralph K. Cappola. Assoc Des: Robert J. Berry.	10	30		10	40	10							●			Papa Gino's, 3,000 Omni-Dentix Systems, 2,000 Lodge at Westborough, 100,000
Brown & Craig Inc. 407 N. Charles St. Baltimore, MD 21201 301/837-2727	C		10	6	VP: Roger O. Brown. Pres: Fred L. Craig. Sr. Des: Vincent Lopardo. Des: John Balicki. Des: Thomas Long.	10	5	5	2	5			15						●		Station Square Muskegon Mall Scottsdale Mall
Business Furniture Co. 909 Walnut St. Philadelphia, PA 19107 215/923-1844	F		20	3	Sr Int Des: Judith A. Kyler. Int Des: Susan J. Faus. Int Des: Lisa A. Marx.	60		15			20		5							●	PA Comp. Rating Bureau 2,331 Sommers/Rosen,Gero/Goren 3,760 American Executive 1,500,000
CNI International Inc. 11 W. 19th St. New York, NY 10011 212/644-4900	C		50		Pres: Lawrence J. Israel. Sr VP: Robert Herbert, Andre Ruellan. VP: Bernhart Rumphorst, Stephen Young. Assoc Plnr: Gale Barter. Assoc Proj Coor: Gerry Brienza Assoc Des: Tom Tarnowski				100								●				Bamberger's, 280,000 Bullock's, 150,000 Macy's, 250,000 Saks Fifth Ave., 75,000 Sibley's, 120,000
H. Chambers Co. 1010 N. Charles St. Baltimore, MD 21201 301/727-4535	C	1	50	20	Pres: Robert Hickman. VP Des: Donald Arenth. Dir. Spc Plng: Carol Allen. Arch, Tech Des: David Reigel.	25	30	15			20			20				●			Bahamas Intl Trust, 15,000 Natl Press Club, 40,000 Paradise Grand Hotel, 200,000 Loews Harbour Cove, 150,000 Waldorf Astoria, 20,000
City of New York 1 Center St. New York, NY 10007 212/566-3084	G				Dir Spc Plng; Bill Raczko.	100															
Harvey S. Cook Associates Inc. 86 Glen Cove Rd. Roslyn Heights, NY 11577 516/626-3050	C		6	6	Pres: Harvey S. Cook. Proj Mgr: Cathi Mankowski. Dir Con: Daniel DeMarco.	25					75								●		Catholic Med Ctr., Mt. Sinai Med Ctr. Nassau Hospital Flint, Levin & Strauss Ty-Ups Inc.

OVER ONE MILLION SQ. FT.

CATEGORY KEY*

- Contract Designer C
- Architect Specifying Interiors A
- Contract Furnisher/ Office Furniture Dealer F
- Facility Planner (in-house) P
- Government Agency G
- Hotel/Motel/Restaurant M
- Health Care H
- Educational E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1981 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL DOLLAR VOLUME: $1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
Der Scutt Architect 244 5th Ave. New York, NY 10001 212/685-7989	A		12	3	Chf Des: Der Scutt. Sr Des Coord: David Aguiar. Proj Arch: Carl Berger, RA Proj Dir: Lee Jablin	5	10	15	15	15				10		30	●				Roure Bertrand Dupont, 60,000 Bally's Park Place, 400,000 UN Plaza Tower, 50,000 650 5th Ave., 150,000 Guardian Bank, 230,000
Design for Business Interiors 1150 17th St. N.W. Washington, DC 20036 202/872-8844	F	1	37	29	Pres: Arthur Auerbach. VP Mktg: Jerry Rogers. VP Int Des: Celeste Hart. Sr Des: Jerri Rush, Jennell Evans-Friedman.	90		10									●				MCI Telecommunications,350,000 Group Hospitalization, 300,000 U.S. Chamber Comm., 100,000 Madison Natl Bank, 22,000
Dormitory Authority NY State Normanskill Blvd. Elsmere, NY 12054 518/474-7852	G	1	150	15	Dir Int Des: E.D. Wood Int Des: Carolyn Brisky. Almangari Distell, Sue Morgan.	10					20	70					●				NY Hospital Hunter College, CUNY College of Insurance York College, CUNY N. Academic Ctr., CUNY
Dunkin' Donuts of America Inc. Pacella Park Dr. Randolph, MA 02368 617/961-4000	P	7	600	4	Dir: Francis Kane. VP Arch: Abe Goldberg	90						10								●	Adminis. Mgmt Soc. Passenger Travel Assoc. So. Shore Chamber Comm.
Eggers Group P.C. 2 Park Ave. New York, NY 10016 212/725-2100	A	1	108	40	Exec VP, Dir: Bernward Kurtz, Peter Halfon. Dir. Int Des: Phyllis Hoffzimer. Sr VP Fac Plng: Bryant Gould. Sr VP, Plnr: Jan Kalas.	50	5				15	15	15				●				Allied Chemical, 40,000 Bill Communications, 16,000 Crum & Forster, 219,000 NYU, Cornell, 94,000 Exxon, 175,000

Euster Associates 430 Bedford Rd. Armonk, NY 10504 212/671-1368 914/273-5520	F		75		Pres: Louis Euster. Mgr: Stephen Viscusi. Des: Brigitte Schaffner, Freia Boeckel.	50	5	15		5	15	5			5		●				
FDC Planning & Design Corp. 434 E. 57 St. New York, NY 10022 212/355-7200	C		12	8	Sr Ptr: Emkel Vahid-Moran. Dir Int Des: Roger Jensen. Dir Des: Arthur Zweck-Bronner. Arch: E.H. Bastonlu. Des: Julio George. Prod: James Kroulas, J. Dickson.	50	12			24						14		●			NY Racing Assn., 450,000 NY Stock Exch., 25,000 Adams & Rinehart, 10,000 HUD/US Govt., 10,000
Friday Design Group 1729 Wisconsin Ave. N.W. Washington, D.C. 20007 202/965-9600	C	1	12	12	Pres: Sandra Ragan. VP: Elaine Bothe. Arch: Tom Rouselle. Drftsmn: Tim O'Neill	40	20		10		20	10							●		Arlington Cty. Govt., 15,000 Fair Oaks Bldg., 125,000 Buvermo Mgmt., 100,000
Ganteaume & McMullen Inc. 99 Chauncy St. Boston, MA 02111 617/423-7450	A		70	3	Pres: Harold C. Thomas. Exec VP: John Lowe. VP Arch: Anna Strobel. Mgr. Int: Carol Kodis Int Des: Carol Crane, Gale Lindsay	100											●				Digital Equip. Corp., 30,000 Gillette Co., 20,000 New Eng. Mutual, 36,000 Johnson & Johnson, 40,000
Glickman Design Group Inc. 17 John St. New York, NY 10038 212/732-7666	C	1	14	11	Pres: Paul Glickman. Proj Des: Kathy Borden, Karen Rowen.	90		10										●			Bear, Stearns, 6,000 S.B. Lewis Co., 8,000 Citizen's & Sthn. Natl. Bank, 10,000
Richard H. Gregory Assoc. Inc. 112 N. Main St. P.O. Box 26 Blacksburg, VA 24060 703/552-6666	A		6	3	Pres: Richard Gregory. Des: Sharon Craig, Catherine Gregory.	12	1	2	2	3	2	3	2	68	5				●		Willow Oaks, 70,000 Settler's Pt., 62,000 Meadows, 68,000 Hillside, 34,000 Walden Pond II, 135,200
The Gruzen Partnership Gateway 1 Newark, NJ 07102 201/643-1944	A	2	200	15	Des: Rich Oechsler	50							10			40			●		State NJ Corrections, 50,000 Property Mgmt. Sys., 30,000 Gruzen Ptnrs., 2,500
Gustave Fischer Co. 490 Park Ave. West Hartford, CT 06110 203/236-5671	F		86	12	Sls Mgr: J.J. Green. Des: Linda Fredrickson, Lois Loisuer. Sls Exec: Howard Holly, Alex Krajewski, Karen Stewart.	93		5				2								●	
H2L2 Architects/Planners 714 Market St. Philadelphia, PA 19106 215/925-5300	A	1	50	5	Ptnr: William Livingston, Robert Breading,Barry Eiswerth. VP: Jerry Kreider. Nancy Rathfon. Sr Des: Carolyn Simons.	30		10		5	35	15	5				●				Schnader Harrison PA Hospital Central Penn Natl. Bank E.I. DuPont
HTB Inc. 1325 G St. N.W. Suite 909 Washington, DC 20005 202/628-2957	A	2	230	20	Sr VP: James Freehof, Frank Chitwood. VP: Ed Schendl. Des Dir: Larry Keller. Des: Brian Davis, Pat Moynahan.	18	10	2	5	2	13	20	20	8	2		●				Natl Press Bldg., 450,000 U.S. Corps Engineers, 1 million Amer. Med. Assn., 300,000 Ramada Renaissance, 300,000

OVER ONE MILLION SQ. FT.

CATEGORY KEY*

Contract Designer	C
Architect Specifying Interiors	A
Contract Furnisher/ Office Furniture Dealer	F
Facility Planner (in-house)	P
Government Agency	G
Hotel/Motel/Restaurant	M
Health Care	H
Educational	E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1981 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL DOLLAR VOLUME: $1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
ISD Inc. 305 E. 46 St. New York, NY 10017 212/751-0800	C	3	100		Des: Joseph Rosen. VP: John King. Proj Des: Linda Jacobs. Marshall Levine. Sr Proj Mgr: Ed Toran. Proj Des: Elizabeth Forel.	100											●				AT&T, 500,000 PPG Indus., 600,000 Debevoice, 200,000 Stroock, Stroock, Levan, 100,000
Interior Facilities Associates 116 John St. New York, NY 10038 212/349-4255	C		36	36	Pres: Morton Glatstein. Exec VP: Robert Orlando. John Perez. Sr VP: L.P. Beveridge. VP: Gerd Althofer, Lee Munchnick.	95	3	2									●				Citibank, 70,000 Bankers Trust, 50,000 1st Chicago Bank, 60,000 Barclays Bank, 90,000
Interspace Inc. 21 S. 5th St. Suite 710 Philadelphia, PA 19106 215/627-6631	C	5	138	125	Sr VP: William Krebs. VP: James Darras, Thomas Williams, Peggy Nye, Michael Hicks, Josephine Roberts. Exec VP: Barbara Graf. Sr VP: Les Cranmer.	75	.5	10	.5		12	1	1								TRW, 500,000 Hercules, 650,000 C&P Telephone, 750,000 Ct. Genl., 650,000 Westinghouse, 300,000
Dale Keller & Associates Inc. 30 Lincoln Plaza New York, NY 10023 212/246-7333	C	2	65	45	Prin: Dale Keller. Assoc: Martin Branner, Peggy Wong, Daniel Stewart.		85							15			●				Camelot, 2 million Vista Intl. 350,000 New Istana, 200,000 Harbor Steps, 275,000
Keyes Interiors 1 Moody St. Waltham, MA 02154 617/893-2383	C	2	185	4	Dir: Len Kuhn. Assoc: Judith Doe, John Wormley. Des Mgr: Marilyn Meyer. Sr. Des: Robert Doherty	40		35	3		15	5	2						●		N.E. Utilities, 130,000 Arkwright Ins., 110,000 Winchester Hosp., 320,000 Honeywell, 70,000 N.E. Univ., 120,000

Kling Interior Design **The Kling Partnership** 2301 Chestnut St. Philadelphia, PA 19103 215/569-2900	A		385	21	Dir: Florinda Doelp. Sr Proj Mgr: Jerry Sellers. Deborah Shelton, Lee Rayburn	60						15				25	●				Searle, 160,000 Dupont, 350,000 Critikon, 100,000
Litton Office Products Ctrs. 135 Community Dr. Great Neck, NY 11021 516/829-9610	F	16	1M	35	Div Pres: Stephen Appel. Reg Pres: Gerald Gholson, John Crawford, Paul L'Esperance. Gen Mgr: Larry Wasserman. VP: Ramon Chalkley, Robert Cipolla, Joseph Mannina	75	5	10	2	2	2	2	2				●				WTC, VA, 300,000 Beckett Aviation, 140,000 Mitchell Energy, 100,000 Ryder Sys., 81,000
MMM Design Group P.O. Box 269 Norfolk, VA 23501 804/623-1641	A	5	400	20	Pres: William Marshall. Sr VP: C. W. Gilliam. William Pugh. Int Des: Andrew Sampson. Proj Des: Robert Wilbien	25	5	5	5		25	10	25					●			Gen. Serv. Admin, 400 U.S. Navy, 500,000 World Bank, 500,000 United VA Bank, 100,000
Maffei Associates 128 Old Oak Rd. McMurray, PA 15317 412/941-9663	F		15	15	Pres: Joe Maffei VP: Gene Uvodich, Jim Maddox. Super: Bob Cairns	10	5	5	10	5	5	35	15		10				●		Yough S.D., 250,000 Monessen S.D., 225,000 Mellon Bank, 25,000 Canon-McMillan S.D., 20,000
J.P. Maggio Design Associates Inc. 381 Park Ave. S. New York, NY 10016 212/725-9660	C		17	14	Pres; Joseph Maggio. VP: Sidney Schafler. Des: Christine Norton, Laurie Butler, Allan Kleinman.	70		10						20				●			Transamerica Interway, 35,000 U.S. Trust, 95,000 Chem Bank Branches, 25,000 E.F. Hutton, 10,000
Martin-Lohrer Design Associates 250 W. 57 St. New York, NY 10107 212/489-0470	C		7	6	Prin: Nancy Lohrer. Ptnr: Cori Martin Ryniker Des: Donna Bunte, Deborah Weinberg	85		10						5							Citicorp Resources, 128,000 Nabisco Brands Air & Marine Travel
Mayfair Executive Interiors **Mayfair Inc.** 151 Wolf Rd. Albany, NY 12205 518/851-7393	F		100	3	Dpt Mgr: Jane Comtois. Int. Des: Harry Koeppel. Des: JoAnn Novak.	20		20		20	5	20		15							NY State Teachers Retirement, 75,000 Albany College Pharmacy, 50,000 Sprague Electric, 20,000
Frederick Miller Interiors 3 W. 23rd St. Baltimore, MD 21218 301/243-7911	C		2	1	Ownr/Des: Frederick Miller.	80										20				●	Paradise Bowling Center Ronald McDonald House
The Miller Organization 149 Madison Ave. New York,NY 212/689-1700	C	1	60	60	VP: R. Zospi. Sr. Des: V. Katananise, J. Kaplan, N. Hewand.	100											●				Merrill Lynch Equitable Insurance Oppenheimer Corp.
New Jersey Office Design Group 35 Melanie La. Whippany, NJ 07981 201/386-8900	F		500	6	VP: Don Ptalis. Dir Des Serv: Larry Brumfield. Int Des: Brenda Ongley, Karen Sage, Polly Murtagh.	80		20										●			Arrow Lock Co., 20,000 Midlantic Nat'l Bank, 8,000 Pharmacia Inc., 4,000

OVER ONE MILLION SQ. FT.

CATEGORY KEY*

- Contract Designer C
- Architect Specifying Interiors A
- Contract Furnisher/ Office Furniture Dealer F
- Facility Planner (in-house) P
- Government Agency G
- Hotel/Motel/Restaurant M
- Health Care H
- Educational E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1981 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL DOLLAR VOLUME: $1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
Kenneth Parker Associates Inc. 411 N. 20th St. Philadelphia, PA 19130 215/561-7700	C		33	19	Pres: Kenneth Parker. VP: James Hellyer, Steven Mirman. Proj Des Mgr: Nina Silensky, Urs Hilfiker, Roberta Cornwath.	50	6	3		1	40						●				Wilmington Med. Ctr., 600,000 Nutri Systems, 116,000 Provident Mutual Life, 300,000 Vanguard Group, 80,000
Perkins & Will Group Inc. 2 N. LaSalle St. Chicago, IL 60613 312/977-1100	A	2	394	35	Sr VP: John Dziuba. VP: Emily Malino, James Sficos. Dir Des: Ann Allwein, Jacquelin Forbes, Lynn Schmitt.	40	5	15	5		15	10	10				●				R.R. Donnelley, 1.2 mil. Metro. Realty, 2.3 mil. IBM, 150,000
Port Authority of NY & NJ Rm 72E 1 World Trade Center New York, NY 10048 212/466-4301	G		400	20	Staff Sr Arch: Maria Aasland, Yolanda Bulyk. Chief Arch: Sheldon Wander, AIA. Sr Arch: Kenich Buma, AIA. Sup Arch: Enoch Lipson, AIA.	80							20				●				Terminal C- Newark Airport Customs Area- Kennedy Airport George Washington Bridge Toll Plaza
E.R. Racek Assoc. 90 Canal St. Boston, MA 02114 617/367-0785	A		26	7	Prin: Eugene R. Racek. Int Des Head: Mal Blier. Des: Donald Warner.	75			10	10				5			●				
Harry Rich Affiliates Inc. 565 Rahway Ave. Union, NJ 07083 201/688-6363	C	3	150	4	Exec VP: Henry A. Greenstein. Pres: L. Kovac. Des: W. Gross, Joe Secatello.	40	20	5	10		10	10	5								
The Ritchie Organization (TRO) 174 Boylston St. Chestnut Hill, MA 02167 617/969-9400	A	3	140	15	Dir Mktg: John Hurst. Dir Int Des: Antranig Der Marderosian.						97		3				●				Norwood Hosp., MA, 154,000 Carney Hosp., MA, 224,870 Robert Packer Hosp., PA, 195,000 Highland Hosp., NY, 170,000 Overlook Hosp., NJ, 98,000

Herbert Ross Design Assoc. 4540 Fieldston Rd. Bronx, NY 10471 212/548-3144	C		5	5												100	●				Mayfair Supermarkets, 150,000 Gran Central Markets, 30,000 Mini Mart Prototype, 27,500 Atlantic Super, 33,000 Food Emporium, 25,000
Russell Gibson von Dohlen Inc. 281 Farmington Ave. Farmington, CT 06032 203/677-8556	A		87	14	Prin/VP: Charles T. Bellingrath. Prin/Sec: John Riley. Dept Head/Int Des: Allan E. Stadler.	60		9		1	5					25	●				Aetna Financial Div. At CityPlace, 375,000 Northeast Utilities Co.-Space Planning, 1 mil. New Britain General Hosp., 560,000
Sheridan Associates 235 Park Avenue S. New York, NY 10003 212/477-5580	C		11	4	Pres: James J. Sheridan. Reg Arch: Paul Osmolskis. Int Des: Peter DeLuca, George Frei, Joe Ferraro.			80	10			10									Bankers Trust, 785,000 Marine Midland (2), 14,000 Manufacturers Hanover Trust, 75 Branches, 7,000 per branch
Paul D. Speiregen, FAIA 2215 Observatory Pl., N.W. Washington, DC 20007 202/337-2887	A		2	1	Prin: Paul D. Speiregen, FAIA.	50										50	●				Interest Headquarters, 500,000 Akron State Office Bldg., 200,000
St. Clair Contract Design Division 1009 N. Charles St. Baltimore, MD 21201 301/752-1313	C	2	19	6	Pres: Rita St. Clair, FASID. Assoc: Joseph G. Mitchell, ASID, James E. Paterson. Dir: Ted L. Pearson, ASID.	30			10	10	10	5			5	25					International Developers Inc., 150,000 Sheppard & Enoch Pratt Hosp., 250,000 Union Memorial Hosp., 100,000
Tucci, Segrete & Rosen Consultants Inc. 548 5th Ave. New York, NY 10036 212/391-2620	C		25	5	Prin: Dominic Segrete, Gerald Rosen. Plnr/Des: Stewart Lewis, Stephen Lormicka, Eugene Baryla, William Lozano.	5			90	5											Bamberger's/King of Prussia 400,000 Fortunoff, 200,000 Dayton's, 200,000
Vitols Associates 20 Providence St. Boston, MA 02116 617/482-1990	A	2	28	3	Prin Arch: V.V. Vitols, AIA. Assoc: Ms. Vulia Smith. Proj Arch: Bailey Silbert	40					10			50			●				Carleton/Willard Homes, 215,000
Walker/Group Inc. 304 E. 45 St. New York, NY 10017 212/689-3031	A		85	77	Exec VP: Raul R. Nunez. VP: Mark A Kales, AIA, Saul Scheueloff. Pres: Kenneth H. Walker, AIA. Dir Mktg: Alice D. Strickland.	15		5	45	10						25	●				Ogilvy & Mather Burdines Union Station Concourse, Pitts. Marshall Field The Gap Hallmark Inc.

CATEGORY II
500,000 TO 999,999 SQ. FT. DESIGNED/SPECIFIED

CATEGORY KEY*

Contract Designer	C
Architect Specifying Interiors	A
Contract Furnisher/ Office Furniture Dealer	F
Facility Planner (in-house)	P
Government Agency	G
Hotel/Motel/Restaurant	M
Health Care	H
Educational	E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1981 PROJECTS											ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	
American Red Cross 9312 Old Georgetown Rd. Bethesda, MD 10814 301/530-6040	P		10 M	18	Dir Des/Arch: Robert Schwartz. Sr Proj Arch: Gerald Hines, AIA. Sr Proj Des: Dwight Livingston.	28						2				70		•			American Red Cross Offices: HQ, Washington, DC, 230,000 St. Louis, MO, 120,000 Peoria, IL, 70,000 Nashville, TN, 30,000
The Architects Collaborative 46 Brattle St. Cambridge, MA 02138 617/868-4200	A				Prin: Howard Elkus, Norman Fletcher. Assoc: James Jeas, Ann Elwell. Dpt Head: Klaus Muller.	50	15	5				15	15					•			Reed Wld. HQ, 100,000 Bell Labs, 1 mil. GSIS, 1 mil. KUNR, 50,000
Associated Dry Goods Corp. 417 Fifth Ave. New York, NY 10016 212/679-8700	P			5	Dir Store Plng: George Endres. Dir Int Des· Charles E. Pugh.				100												Assoc. Dry Goods, 750,000
Carl G. Baker Corp. 971 Third St. P.O. Box 520 Beaver, PA 15009 412/774-8054	A	1	24	2	Pres: Carl G. Barker. VP Mgmt: Dennis W. Smoley. VP Des: James A. Sampey. Des: Karen Landau.	25			5		50		10	5		5		•			Walworth Office/Commercial Center, 150,000 Midfield Gates Office Park, 280,000 Cranberry Office Park, 50,000

Maria Bergson Associates 595 Madison Ave. New York, NY 10022 212/688-2822	C		25	21	Pres: Maria Bergson. VP: Henry Ricks, Amilcar Torrico, Gair Nourigat. Des: John Glass, Stewart Fishbein, Michael Jacobs.	50	2	45		3							•				N.C. National Bank, 300,000 Morgan Bank, DE, 70,000 U.S. Industries, 70,000 U.S. Gypsum, 36,000 Irridelco, 35,000
Breyer Curcio Yoslow Love & Assoc. 437 Fifth Ave. New York, NY 10021 212/679-9390	C		28	22	Prin: C.J. Breyer. Pres: Ralph Curcio. Exec VP Christopher M. Love. Sec/Treas: Ludia Yoslow	3	15		65	15				2							Eldorado Shopping Center, 1.2 mil. Garden City Hotel, 1.2 mil. B. Altman & Co., 155,000 Saks Fifth Ave., 120,000
The Leon Bridges Co. 5 East Centre St. Baltimore, MD 21202 301/539-8440	A		20	2	Prin: Leon Bridges. Sr. Assoc: Cynthia Ann Woodward.	5					5	30	50	5	5			•			Morgan State Univ., 200,000 Philip Morris, USA, 40,000 Corps of Engineers, ME, 20,000 Harford Library, 15,000
Butler Rogers Baskett 381 Park Ave South New York, NY 10016 212/686-9677	A		20	6	Prin: James G. Rogers III. Assoc: Debora Dale. Des: Donna Engel.	55		10				20		15				•			LeBoeuf Lamb Leiby & MacRae, 80,000 Warwick Advertising, 70,000 Fish & Neave, 50,000
J. Gordon Carr & Assoc. PC 80 W. 40th St. New York, NY 10018 212/221-0600	A		53	40	Pres: Edward J. Meyer. VP: William C. Blaser, Joseph P. Gherardi. Sec: James L. Goettinger. Treas: James Andrew Carr.	96	3							1			•				American Electric, 420,000 Merrill Lynch, 260,000 MHT, 200,000 Union Labor Life, 125,000
The H. Chambers Co. 1010 N. Charles St. Baltimore, MD 21201 301/727-4535	C	1	45	23	Prin: JHL Chambers III. Pres: Robert A. Hickman. VP Des: Donald C. Arenth. Dir Spc Plng: Carol E. Allen. Des Dir: C. William Andrews, Teresa Anderson	15	20	10	5	15	5	5		25				•			
Charles James Assoc. P.O. Box 1911 Harrisburg, PA 17111 717/236-7315	C		10	8	Ptnr: Charles M. Berman, IBD James N. Trout. Mgr Des Dpt: Sharon Verbos, IBD. Sr Des: Brenda Farnsler. Arch: Michael Legg.	60		20	4		6		10				•				Municipal Bldg., City of Harrisburg, 65,000 AMP Wld. HQ, 50,000 Dauphin Deposit Bank, 40,000 Thonet, 5,000
Daroff Design Inc. 275 S. 19th St. Philadelphia, PA 19103 215/546-3440	C		22	22	Pres: Karen Daroff. VP Prod: Norman D. Holloway. Sr Des: Martin Komitzky. Assoc/Sr Proj Mgr: Marilyn Simeon. Proj Mgr: Alina Jakubski. Dir Graphic Des: Virginia Geshan.	50	15	5	5	10	5		5	5			•				Liberty Corp., 150,000 Prudential Insurance, 200,000 Willowbrook, 90,000 AAMCO Transmissions, 45,000
Diversified Interior Design Inc. 2010 Chancellor St. Philadelphia, PA 19103 215/567-3132	C			20	Pres: Richard T. Henkles. Des Dir: Jennifer I. Nilson. Sr Proj Des Mgr: Leanne Atherton. Sr Proj Des: Gary L. Freiberger. Sr Proj Arch: Eric B. Rymshaw, AIA.	90		1		3	1	5						•			Smith Kline Beckman, 92,000 Smith Kline Labs, 40,000 Exide Electronics, 35,000
Drummey Rosane Anderson Inc. 141 Herrick Rd. Newton Centre, MA 02159 617/964-1700	A		30	2	Prin: Owen Beenhouwer. Int. Des: Kaja Martin, Christie Gamp.	100															Digital Eqpmt. Corp, 385,000 Data Resources Inc., 72,000 Raytheon Data Syst., 40,000 Bentley College, 55,000 Wang Laboratories, 30,000

500,000 TO 999,999 SQ. FT.

CATEGORY KEY*

Contract Designer C
Architect Specifying Interiors A
Contract Furnisher/ Office Furniture Dealer F
Facility Planner (in-house) P
Government Agency G
Hotel/Motel/Restaurant M
Health Care H
Educational E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1981 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL DOLLAR VOLUME: $1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
Eastman Kodak Co. 1669 Lake Ave. B-23 Rochester, NY 14650 716/722-5555	P		95 M	5	Int Des: John J. Robine, Chris Mundt.	85		5	5	5	2.5	2.5					●				Eastman Kodak Divisions: Engineering, 30,000 Medical, 10,000 Service Dining, 7,000 Data Processing, 50,000
Ellerbe Architects East 2550 M St. N.W. Washington, DC 20037 202/828-2500	H	5	700	22	Mgr: Dan Fox. Des: Tom Foster, John Wiste.	30					70						●				Holy Spirit Hospital, 77,500 ASTA, 21,000 Washington County Hospital, 60,000
Charles D. Flayhan Assoc. Inc. 880 Canal St. Stamford, CT 06902 203/348-4300 212/697-3770	C		25		Prin/Pres: Charles D. Flayhan. VP Const Mgmt: Ralph Binder. VP Purch Mgmt: Richard McCandles. Sr Des: James J. Nazemetz. Proj Mgr/Arch: Mark Cipos, George Katinger.	85		5	5	5							●				U.S. Surgical Corp., 350,000 Mercede Ents., 125,000 Medical Assoc. Corp., 100,000 Goldman Sachs, 60,000 Donnelley Marketing, 52,000
Norman Frey Associates 339 Blvd. of the Allies Pittsburgh, PA 15222 412/765-3317	A		8		Arch: Norman J. Frey.	15			15			15	50	5			●				
Perry B. Goldstein Architect PC 600 Old Country Rd. Garden City, New York 11530 516/741-5955	A		22	5	Sr Ptnr: Perry B. Goldstein, AIA. Jr Ptnr: John R. Sorrenti, AIA. Int Des Coor: Barbara Ruda Fox, Ann Garlock, Marie H. Pecan.	50		38			10			2					●		National Bank of North America, 175,000 European American Bank, 150,000 Metropolitan Life, 100,000 Bank of New York, 25,000 New York Telephone, 50,000

Glover School & Office Eqpmt. Inc. 221 Cockeysville, Rd. Cockeysville, MD 21030 301/666-8000	F		12	4	Pres: Paul H. Glover. VP: G. Stephan Glover. Des Sls Coor: Gary New. Sls Mgr: Bob Hyneckeal.	38		10		5		45	2				●				American Tolalissator, 78,000 Southern Maryland Electric, 40,000 Baltimore Gas & Electric, 23,000
J.M.Gregg & Associates Architects 66 Teller Rd. Trumbull, CT 06611	A	1	50+	22	Arch/Spc Plnr: J.M. Whaley. Int Des Spec: Valorie Aurigemma.	30			40				15	15			●				Telentech Stores Ltd., 190,000 Banks, Little Ltd., 120,000 Eurogroup Ltd., 60,000 Monroe Development, 50,000
John Hancock Mutual Life Ins. Co. J.H. Place P.O. Box 111 Boston, MA 02117 617/421-2414	P		25 M	12	Exec VP: William L. Boyan, Jr. VP Bldg Mgmt & Const: Paul T. Rennie. Dir Bldg Mgmt & Const: Dennis W. Kaleta. Dir Spc Plng/ Des: Joyce C. Saunders, IBD.	85	5			5	3	2					●				John Hancock Mutual Life Insurance Co., 400,000 Hanseco, 10,000 John Hancock Financial, 1,200
Olive Holmes Associates 22 Farwell Place Cambridge, MA 02138 617/868-1288	A		5	5	Prin: Olive W. Holmes. Proj Mgr: David Greenhalgh, AIA. Sr Des: Kathy Clarke. Des: Rose Michaud.	60					10	30								●	Massachusetts Rehabilitation Hospital, 200,000 Wellesley College, 20,000 Suffolk Univ., 5,000
Hunter/Miller & Associates 110 South Lee St. Alexandria, VA 22314 703/548-0600	C		31	31	Pres: Jeffrey Miller. Exec VP: Sally F. Miller. Exec Dir: K. Wayne Heil. Sr. Assoc: Jerre D. Brandshaw, AIA.	40		10	13		10		25	2			●				Fairfax Hospital, 550,000 Farm Credit Admin. HQ, 150,000 United Way of America, 120,000 Alexandria City Hall, 120,000
ISS-Interior Space Specialists Inc. 186 Gregory Ave. Passaic, NJ 07055 201/777-3707	C		28	11	Pres: Marvin Jarmel, VP: Nina Bernhardt. VP Mktg: Harry Hampel. Proj Des: Jill Kalotay, Neil Sedwin. Proj Mgr: Doron Blumenfeld.	90			5	2				3			●				Clarke O'Neill, 65,000 U.S. Navigation, 80,000 Electro Nuclearonics, 75,000 Aero Industries, 32,000
Interiors Incorporated, Washington 114 29th St., N.W. Washington, DC 20037 202/338-6944	C		8	8	Arch: Don Greene. Art Conslt: Joyce Murray. Int Des: W. Berkley Glenn, Katie Ford.	50		30			10		10				●				General Svc. Admin., 400,000 Dept. of the Navy, 140,000 Nat'l Bank of Washington, 30,000
International Communication Agency 1776 Pennsylvania Ave., N.W. Washington, DC 20547 202/724-9674	G	1		7	Des: Andrea Schmertz, Laureen Baker, Lynn Nyce, Oilypa Del Castillo, Ted Bork, Dean Philpott.								100						●		Voice of America, 40,000 VOA New York, 10,000 Foreign Press Center, Washington, DC, 6,000
Interscapes 104 Shockoe Slip Richmond, VA 23219 804/643-8445	F	1	31	7	Op Mgr: Lynn E. Liles. Des Mgr: Susan Copenhaver. Int Des: Ann Camp.	60		20	5	5			10				●				United Virginia Bank, 60,000 The Computer Co., 12,000 Virginia Nat'l Bank, 20,000
Janet Kane Interiors 1301 Hampton Pl. Richmond, VA 23220 804/288-1119	C		25	5	Prin/Mgr: Janet E. Kane, ASID. Des Dir: Diane G. Topper. Sr Des: Lisa G. Bagby, ASID. Des: Tammy Bruce Turner.	50		10	5	5	20			10			●				Virginia Education Loan Authority, 20,000 Badische Corp. HQ, 10,000 Virginia Farm Bureau, 50,000

500,000 TO 999,999 SQ. FT.

CATEGORY KEY*

Contract Designer	C
Architect Specifying Interiors	A
Contract Furnisher/ Office Furniture Dealer	F
Facility Planner (in-house)	P
Government Agency	G
Hotel/Motel/Restaurant	M
Health Care	H
Educational	E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1981 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL DOLLAR VOLUME: $1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
The Klett Organization 112 York Rd. Jenkintown, PA 19046 215/576-1580	A		28	3	Int Des: Starr Coren. Des: Barrie Gussman. Assoc: Mitch Cohen.	5	5			5	65	5	5	5	5		●				Philadelphia Geriatric Center, 250,000 Topton Home, 50,000 PSE&G, 60,000
Morton Marks & Sons 1217 E. Main St. Richmond, VA 23211 804/643-6671	F		26		Pres: Herbert S. Marks. Exec VP: Morton Marks, Jr., ASID, FIBD. Sls Mgr: David Morton Marks. Des: Karen C. Wood, Rose Budowitz.	80		5				5	10				●				
Merck & Co. Inc. P.O. Box 2000 Rahway, NJ 07065 201/574-4456	P		33 M	12	Plnr: Robert L. Hamilton, Jr.	99										1			●		
Mitchell Associates Inc. One Trolley Square Wilmington, DE 19806 302/658-7591	C		28	17	Prin: Louis B. Rosenberg, James F. Barndt. Assoc: Katharine C. Atkins, Bettie Sue Cambre, Sandra J. Landerl. Des: Betty E. Naftulin, Susan M. Fraley, Milton Page.	40		10	1		45	3	1				●				Wilmington Trust Co., 180,000 Provident Bank, DE, 16,000 Peoples Bank & Trust, 7,500 Good Samaritan Hospital, 230,000 St Johns Hospital, 288,000
Niagara Mohawk Power Corp. 300 Erie Blvd. West Syracuse, NY 13202 315/474-1511	P		9.7 M	110	Arch: Carl Steere Myrus. Proj Des: C. Mirucki, A.E. Greenway. Assoc Sr Proj Des: R.E. Sullivan. Des: J.W. Hotaling, J. Parrotta, H.T. Smith. Grp. Ldr: J.J. Procopio.											100					In-House Design Projects: Nuclear Training Dept., 98,000 Watertower Svc. Ctr., 32,000 Energy Mgmt. Syst., 69,000 Property Mgmt. Grp., 11,000 Quality Assurance Dept., 16,000

Nelson & Associates 320 Walnut St. Philadelphia, PA 19106 215/925-6562	C		21	17	Pres: John Nelson. Dir Prod/ Persnl: Gary Lowe. Mjr Proj Coor: Marjorie Peterson. Proj Mgr: Carla Heiken, Thom McAdams, Jan Hallahan, Orlando Rivera.	45		45		2	2	4	2				●				Fidelity Bank, PA, 200,000 PNB Bank, PA, 100,000 Sun Company, 30,000 Rohm & Haas, 20,000 SPS Technologies, 15,000 Security Savings & Loan, 30,000
Neville Lewis Associates Inc. 141 E. 8th St. New York, NY 10003 212/598-4300	C	4	103	103	Prin: Neville Lewis. Pres: Alan Lauck. Mng Prin: Lew Butler. VP: Juliette Lam, Jim Moske, Susan Kosakowsky.	90		10									●				Burlington Northern, 150,000 ARCO Oil & Gas, 900,000 Duquesne Light Co., 325,000 European American Bank (joint venture), 650,000 Mercantile Bank, Dallas, 300,000
Office Dimensions 652 Elm St. Manchester, NH 03101 603/625-6478	F		30	3	Pres: James J. Harkins. Des: Cissy Padgham, Pat White, Karen Warnick.	30		40			5	15	10				●				
Peabody Office Furniture Corp. 234 Congress St. Boston, MA 02134 617/542-1902	F		73	5	Mgr: Sara McCracken. Sls Mgr: Jack Halloran. Int Des: Nancy Preble Barrett, Rebecca Waxman, Maureen MacAdams.	70		16			10	2			2						
Perry Dean Stahl & Rogers Inc. 177 Milk Boston, MA 02109 617/423-0100	A		80	6	Prin: Peter Ringenbach, Frederick A. Stahl. Pres: Charles F. Rogers II. Sr Assoc: Jennifer King. Sr Des: Nancy Harrod, Constance Nucci.	64		20			5	10		.5	.5		●				Bank of New England, 18,000 Bay Bank Inc., 7,000 Coopers & Lybrand, 100,000
Paul Planert Design Assoc. Inc. 4650 Baum Blvd. Pittsburgh, PA 15213 412/621-1275	C		19	19	Pres: Gerald W. Malky. VP: Clifford S. Sutliff, Jr. Proj Mgr/Sr Des: Diane Davisson, Pat Gilbert, Harry Woolner.	55		5	1		7		2			30	●				Derby & Co., 24,000 Duquesne Light Co.-West District Office, 15,000 Parker/Hunter Inc., 40,000 Penelec, 80,000
Wm. H. Prentice Inc. 472 Franklin St. Buffalo, NY 14202 716/884-8452	F		20	3	Des Dir: John H. Nary. Des/ Proj Mgr: Mark A. Carey. Des: Juliette Mroz, Paula Coons.	44	6	36			5	2		3	4		●				Fisher Price Toys, 100,000 Hooker Chemical, 300,000 Columbus McKinnon, 150,000
Price-Modern Inc. 2604 Sisson St. Baltimore, MD 21211 301/766-5500	F		63	22	Pres: J. Ragan Carpenter. Gen Mgr: Milford H. Merchant. Int Des: Dorothy Ransone, Ingrid Stead, Janet Richardson.	70		15			5	5	5				●				Alexander & Alexander, 10,000 Maryland Nat'l Bank, 20,000 Parsons Paper Co., 30,000 Prince George County Gov't, 8,000 U.S. Naval Academy, 15,000
Professional Designs Inc. 123 Washington St. North Boston, MA 02114 617/742-4100	A		52	52	Prin/Pres: Preston G. Pollock, Jr., AIA. VP: Sandra Weeks. Assoc: Denis Boucher, Kathleen Klare, Robert D. Johnston.	75		5		6		10		3	1		●				E.F. Hutton, 600,000 First Nat'l Bank of Boston, 200,000 Ropes & Gray, 100,000 53 State St., 600,000
RBS&D 521 Fifth Ave. New York, NY 10175 212/867-9111	A		90	10	Prin: Huneir Skoline, Armond Burger. Sr VP: Bernard M. Deschler, Robert Miller. Des: Mary Fator, Judith Raymond, Eve Breslow.	10		40			50							●			Brooklyn Hospital, 280,000 Petromin/Mobil Yambu Export Fuels, 75,000

500,000 TO 999,999 SQ. FT.

CATEGORY KEY*

Contract Designer	C
Architect Specifying Interiors	A
Contract Furnisher/ Office Furniture Dealer	F
Facility Planner (in-house)	P
Government Agency	G
Hotel/Motel/Restaurant	M
Health Care	H
Educational	E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1981 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL DOLLAR VOLUME: $1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
RWK International 6732 Curran St. McLean, VA 22101 703/442-7373	C	1	36	14	Pres: David L. Wilson, ASID. Sec/Treas: Kim C. Kristoff, AIA. Sr Des: Barbara Mahnes, Patty Cole, Karen Conroy.	98				2							●				Turner Devel. Corp., 130,000 Nat'l Assn. of Counties, 50,000 American Gas Assn., 50,000
Radford-Biddison 1440 Aldenham Lane Restone, VA 22090 703/437-9357	C	.	5	2	Prin: Gail Biddison, ASID, Pamela Radford.	25					50	25						●			Georgetown University: Intercultural Ctr., 20,000 Vince T. Lombardi Cancer Ctr., Univ. Medical Ctr., 25,000 Allegheny Valley Hospital, 200,000
Richter Coznbrooks Gribble Inc. 2120 N. Charles St. Baltimore, MD 21218 301/685-7073	A		25	5	VP: Charles H. Richter, Ronald A. Gribble. Assoc: Douglas A. Kelso, M.S. Craft, L.S. Marshall III. Des: Bruce Manger.	30						40	10	5		15	●				
Rothe Johnson Associates 1481 Oak Tree Rd. Iselin, NJ 08330 201/283-1500	A		25	4	Ptnr: Edward N. Rothe, AIA, Allan R. Johnson, AIA. Dir Int Des: Marilyn Britton Preiss, IBD.	100											●				Bell Labs, NJ, 350,000 Sony Corp., 10,000 Pfizer Corp., 35,000
Schering-Plough Corp. Galloping Hill Rd. Kennilworth, NJ 07063 201/558-5201	F		4M	7	Sr Facil Plnr: Richard DeRoxtra. Mgr Ofc Facil Plng: Thomas Creaven. Sr Plnr: Myron Cholhan, Stephan Mastrorilli. Plnr: Douglas Stober, Albert Valentine. Tech Aide: Lisa Scanlon.	100											●				In-House Design Projects: Corporate HQ, 175,000 Pharmaceutical Development Facility, 294,000

Starks Wurzer Patterson Romeo 65 College Ave. Rochester, NY 14607 716/442-8300	A		30	2	Pres: Thomas D. Wurzer. VP: Myron E. Starks. Treas: John L. Patterson. Int Des/Spc Plnr: Elizabeth A. Fomin.	100											●				In-House Design Projects: Apparatus Div., 70,000 Kodak Park, 40,000 Xerox Corp., 10,000
Steffian-Bradley Associates Inc. 66 Canal St. Boston, MA 02114 617/227-6520	A		35	2	Pres: Peter Steffian, AIA. Sr VP: Robert Fondren, AIA. VP: David M. Buckley, AIA, Otakar Dvorak, AIA. Des: Leslie Saul, IBD, Jean Amerault, IBD.	10			5		75			10			●				HMO Health Ctr., 70,000
STOREbest Corp. 38-56 Long Ave.-Box 758 Hillside, NJ 07205 201/289-1400	F		40	2	Pres: Reinhard J. Heidfeld. Des: Ron Hickman.	10			90								●				
J.R. Strignano Associates Inc. 300 E. 59th St. New York, NY 10022 212/751-8626	A		8	6	Pres: J.R. Strignano. Sec/Treas/ Bus Mgr: Seymour Feig. Proj Dir: Rachid Chamoun. Proj Coor: Alicia Green. Des Dir: Joyce Froney.	50		20	10	10				10				●			Skan-A-Matic, 20,000 Citibank, 8,000 Vincent's Restaurant, 18,000
Bernard Vinick Associates Inc. 211 Wethersfield Ave. Hartford, CT 06114 203/525-4293	C		25	25	Pres: Bernard S. Vinick, FASID. VP: Richard Balboni, Barbara Ebstein, ASID, William P. Thomas, ASID, Avrum Vinick.	10			75	10	3	1		1				●			August Max Stores, 3,000 each Goodwin Pub, 3,000 each Seigel, O'Connor, Kainen, 25,000 Manchester Memorial Hospital Mental Health Wing, 20,000
Warnecke/Le Maire Div. John Carl Warnecke & Assoc. 745 Fifth Ave. New York, NY 10151 212/421-0110	A		100	25	Sr VP Des: Frank J. LaBianca, Vincent Caruso, Henry J. Wilson. VP Mgmt: Dennis Morganelli. VP Admin: Dennis Posen. VP Des: Alan Adamec, James W. Robertson.	10	10		75	5							●				Neiman-Marcus Stores: Ft. Lauderdale, 100,000 Dallas, 195,000 San Francisco, 190,000 Chicago, 180,000 Brazil, 300,000
Whitman Requardt & Associates 2315 Saint Paul St. Baltimore, MD 21218 301/235-3450	A		280	6	Head Arch: Thomas R. Silcox. Proj Arch: Christopher Groudreau. Des: Richard Shaw.	5		5					50			40	●				Provident Savings Bank, 90,000 John Hopkins University Test Bldg., 105,000 First Nat'l Bank, 30,000

CATEGORY III

100,000 TO 499,999 SQ. FT. DESIGNED/SPECIFIED

CATEGORY KEY*

Contract Designer C
Architect Specifying Interiors A
Contract Furnisher/ Office Furniture Dealer F
Facility Planner (in-house) P
Government Agency G
Hotel/Motel/Restaurant M
Health Care H
Educational E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1981 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL DOLLAR VOLUME: $1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
APID, Inc. 170 Broad St. Box 761 Red Bank, NJ 07701 201/747-7044	A		12	3	Secy: Ronal T. Ryan, AIA. Des: Denise Tyson, Jamie Cavalieri.	80		5		10				5					●		Merrill Lynch Broker, 2,700
AT&T Long Lines 340 Mt. Kemble Ave. Morristown, NJ 201/326-5115	P		20	10	Bldg Des/Spc Plnr: Joseph V. Franco, AIA.	90				10											AT&T Bedminster, 50,000 AT&T Kemble Plaza, 100,000
Joe Alonge Ltd. 167 Kingston Blvd. Island Park, NY 11858 212/254-0909	C	1	5	3	Pres: Joe Alonge. Arch: Ralph Sobel. Furn Des: Stewart Novick.	25		10	15	10				40					●		Metropolitan Furniture, 3,500 Napier & Pattibon, 1,500 Banco di Napoli, 4,000 Frank Stella Store, 2,100 All Service Associates, 3,000
Alternative Design Inc. 705 King St. Alexandria, VA 22314 703/548-9471	C		5	2	Pres/Sr Des: Carolyn Pulsifer, ASID.	60		20					15	5						●	Lease Spc., 43,200 Trade Assoc., 11,000 Computer Ctr., 8,000 Bank (2), 9,500 Legal Service, 6,000

Altman & Weil Inc. 600 Haverford Rd. Haverford, PA 215/649-4646	C	2	28	5	Pres: Mary Ann Altman. Arch: Donald Kriebel, Des: Lorle Wolfson.	98						2							●		
American Automobile Association 8111 Gatehouse Rd. Falls Church, VA 22047 703/222-6451	P	950	850 HQ	4	Dir Fac Plng: G.C. Gardner. Arch Plnr: Delbert Jacobson, Patricia Bennett, Maurice Whiting.	100															AAA Bldg., 200,000
Michael Asner Associates Inc. 4 E. Franklin St. Baltimore, MD 301/837-2767	C		18	12	Mgr Des Dir: Marilyn D. Miller, Emily B. Heath, Sr Des: Norman Suss, Laroka Naill, Pres: Michael Asner.	50		25	1	1	1	1		5		16			●		Ernst & Whinney, 26,000 Johns Hopkins, 20,000 Canada Dry, 10,000 Home Federal, 10,000 MKW&S Law, 15,000
ATHLONE 103 Third St. Garden City, NY 11530 516/294-6857	C				Pres: Virginia Ann Mohen. VP Sales: Anita Kelly. VP Mktg: Susan Konefal. VP Media: Brenda M. Quinlan.	75	25														Landmark Bldg. 108,000
Bach & Rodetsky Architects 42 E. Main St. Freehold, NJ 07728 201/462-0215	A		10	1	Prin: Daniel L. Bach, M. David Rodetsky. Proj Des: Carol Linaberry.	30			20	20	20			10			●				Piazza di Roma Rest., 18,000 Nursing Home, 38,000 Riverboat Rest., 38,000
Ballantyne Macko & Associates Inc. 171 E. Post Rd. White Plains, NY 10601 914/948-5844	C		3	2	Pres: Edward B. Ballantyne, AIA. VP: Helen Macko, ASID.	50			10	20		10		10					●		
Bausch & Lomb 1400 N. Goodman Rochester, NY 14602 716/338-6458	P		5M	6	Spc Plnr/Mgr: E. Harvard, A. Volanth.	90										10					
Beckstoffer & Associates 288 Newbury St. Boston, MA 02115 617/266-1217	A	1			Prin/Arch/Plnr: J.H. Beckstoffer Jr. Arch: T.D. Clifford, P.M. Morehouse, E.S. Barbee. Des: Kathleen Hoffman.	90	10												●		Prime Computer, 150,000 Prime Computer, R&D, 113,000 Interactive Data, 30,000 Aetna Life, 114,000 QPL Electronics, 30,000
Bedar & Associates Inc. 10 Langley Rd. Newton, MA 02159 617/244-1777	A		6	3	Pres: Rudolph Bedar, AIA. Assoc: Clifford Bedar.	50	10			10	5		15		10			●			Office Spc., 300,000 Restaurants, 60,000 Health Care, 2,000 Religious, 5,000
Beeston & Patterson Inc. 55 W. 44th St. New York, NY 10036 212/921-8181	C		18	18	VP: Elliott B. Newcombe Jr. Dir Des: Betty Winslow. Sr Plnr: Henry Proskauer.	90		10										●			Alexander & Alexander, 150,000 J.P. Stevens, 175,000 BP North America, 25,000 Epstein, et. al., 50,000
Bentel & Bentel Architects/Planners 22 Buckram Rd. Locust Valley, NY 11560 516/676-2880	A		11	2	Assoc: Michael Kranyak, Paul Baudo.							85		10	5						Shirley Library, 20,000 Locust Valley Library, 10,000 Hofstra Univ., 150,000 NY Institute of Tech., 15,000

100,000 TO 499,999 SQ. FT.

CATEGORY KEY*

Contract Designer	C
Architect Specifying Interiors	A
Contract Furnisher/ Office Furniture Dealer	F
Facility Planner (in-house)	P
Government Agency	G
Hotel/Motel/Restaurant	M
Health Care	H
Educational	E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1981 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL DOLLAR VOLUME: $1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
Blue Cross & Blue Shield of NJ 33 Washington St. Newark, NJ 07102 201/456-2098	P	7	3.2 M	3	Fac Mgr: Edward Watterston. Dir Srvcs: Guy Lee. Des: Kris Rothenberger. Draftsperson: Jorge Argueta.	100															Newark Blue Cross, 20,000 Florham Park BC, 20,000
Bronx VA Medical Center 130 W. Kingsbridge Rd. Bronx, NY 10468 212/584-9000 x 1908	H		2.2 M	4	Bldg Mgmt Chf: Samuel M. Wing. Eng Srvc Chf: Keith M. Scott. Des Mgr: Jennifer R. Wallace.						70		30								Clinics (2), 2,820
Burlingame Interiors Ltd. 302 State St. Albany, NY 12210 518/436-1448	C		3	3	Pres: Fred B. Hershey, ASID. Assoc Des: Lynn Dunning-Vaughn.	38				8	10	26		18						●	Steuben Athletic Club, 38,000 Ayco Corp., Albany, 30,000 Ayco Dallas, 3,000 Ayco Chicago, 6,000 Belltrone Constr., 3,000
Business Furniture Etcetera Inc. 1437 E. Main St. Torrington, CT 06790 203/489-1306	F		6	2	Des: Rosemary Diaz, Judy Snyder.	76		20						2	2				●		
Business Interiors Inc. Charles Park Guilderland, NY 12084 518/869-8413	C	1	20	5	Pres: Robert L. Scherer. Exec VP: Mark F. Reynold. Des Conslt: Linda Johnson, Patricia Hopper, Valerie DeLa Cruz.	85		5	1	3	5				1					●	NY Bridge Authority, 1,000 Binghamton Container, 7,000 O'Connor Bldg., 20,000 Bendix Corp., 15,000
CHS Planning & Design Corp. 225 W. 57th St. New York, NY 10019 212/489-4400	C		14	14	Pres: Anita Corey. Arch: David VanBuren. Des/Plnr: Michael Sweeney.	95		5										●			Teacher's Insurance, 30,000 Arthur Andersen, 100,000 Equitable, 60,000 Norton-Lilly, 50,000 N.W. Ayer, 35,000 Mutual of NY, 10,000

Capitol Business Interiors Inc. 209 W. Washington St. Charleston, WV 25302 304/343-7551	F		12	3	Gen Mgr: James Rilson Jr. Des Mgr: Rebecca Sproles. Des: Linda Casdorph. Proj Mgr: William Morris. Proj Coord: Patty Barthlow.	45	5	5		5	5	15	20							●	Barboursville Veteran, 15,000 WV Instit. of Tech., 6,000 Concord College, 35,000 Love, Wise Law, 8,000 Montgomery Natl. Bank, 2,000 Medical Offices (3), 4,000
Cassway/Albert & Associates 2130 Arch St. Philadelphia, PA 19103	A				Ptnr: Frederic Albert, Robert Cassway, Donald Downs.	85			5	10									●		Kravco Inc., 30,000 Penn Independent, 40,000 CMS Companies, 11,000
Cochran, Stephenson & Dondervoet 925 N. Charles St. Baltimore, MD 21201 301/539-2080	A		44	3	VP: Glen Tipton, Tom Spies. Assoc: David Guth. Des: Merle du Mondeau, Elizabeth Herbst.	60		5			10		25						●		Savings Bank, 30,000 Baltimore Cnty. Courts, 54,000 Chessie System, 200,000 Baltimore G&E, 52,000 Sinai Hospital, 3,000
Crandall Associates P.C. 5 Grove Ave. P.O. Box 229 Glens Falls, NY 12801 518/793-5144	A	2	30	3	Dir Des: Kendall F. McDernon. Arch/Des: James Miller, Robert Hatch. Des: John Oakley. Des/Prod Mgr: Donald McNeice.	15	35	15		10	10	5		5	5					●	Opera House, 35,000 Queensbury Hotel, 30,000 Sch. of Nursing, 15,000 Griffin Labs, 3,500 Elderly Housing, 40,000
Creative Design & Woodworking Co. 142 E. Main St. Thomaston, CT 06787 203/283-5891	C		20	4	Pres: Terry W. Stevenson. Des: Virginia Ann Gagnon, IBD.	5		5	85	3			1		1						Koenig Art Store, 2,000 King Size Co., 4,000 Price Tag Store, 2,000 Styles, 25,000 Prague Shoe Store, 2,500
Gordon Danieli Design Inc. 1305 Roller Rd. Ocean, NJ 07712 212/493-3777	C		19	4	Pres: Gordon Danieli. Chf Des: Dennis Wise. Acct Exec: William DeFrance. Des: Gloria Weiss.	65											35		●		Satter Homes, 8,000 Crestwood Village, 6,500 Palmetto Wharf Co., 5,000 North Key Plaza, 5,000 Plaza del Mar, 8,500
DAT Consultants Ltd. 118 W. 16th St. New York, NY 10011 212/741-2121	C		10	6	Pres: Secundino Fernandez. Assoc: Bruce Gallaher. Dir Int: Siegrid Berman.	60		10			5		20	5					●		City Planning of NY, 80,000 Schroder Bank, 15,000 Citibank, NA, 80,000
Norman J. Davies Architect 783 Chenango St. Binghamton, NY 13901 607/724-8882	A		6	1	Des: Lisa Earon.	60						10		20	10					●	Keith Clark Inc., 22,000 Univ. Instruments, 25,000
DeMartini Associates Inc. 414 4th Ave. Haddon Heights, NJ 08035 609/547-2800	C		7	4	Pres: Alfred DeMartini. VP/Secy: Alberta DeMartini. Asst VP: Gary O'Malley.	90			5	5									●		Medical Center, 10,000 Ocean City Condos, 6,000 Salvation Army, 5,000
The Design Corp. 1411 6th St. NW Washington, DC 20001 202/381-3012	C		7	6	Pres/Dir: Terry L. Perry. Sr Des: Carol Santamour. Des: Sheila O'Flynn.	15					85								●		Miller Companies, 18,000 Fairmont Institute, 72,000 United Technologies, 33,000 Philadelphia Clinic, 50,000 Wilson Health Ctr., 50,000
Designers Fore Ltd. 8 E. 36th St. New York, NY 10016 212/683-8722	C		12	12	Pres: Sheldon Keidan. Exec VP: Stephen Auerbach. Sr VP: Fred LaMarca. Sr Proj Mgr: Elizabeth Ebner, Susan Weiseman, Michael Zanar.	60		25								15		●			Donovan Data Systems, 50,000 Mellon Bank Intl. 20,000 Texas Commerce Bank, 10,000 Liz Claiborne, 35,000 Wm. Morris Agency, 48,000

100,000 TO 499,999 SQ. FT.

CATEGORY KEY*

Contract Designer C
Architect Specifying Interiors A
Contract Furnisher/ Office Furniture Dealer F
Facility Planner (in-house) P
Government Agency G
Hotel/Motel/Restaurant M
Health Care H
Educational E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1981 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL DOLLAR VOLUME: $1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
Designs Unlimited 3390 Harrowgate Rd. York, PA 17402 717/757-5094	C		4	3	Sr Des: Christine J. Murphy. Des: Evelyn Soehner. Coor: Mary Ann Williams.	30			5	5	31	3		5	15	6				●	Hospital, 45,000 Intl. Co., 11,000 Sr. Citizen Ctr., 6,000 Prop. Conversion, 3,000
Desks Inc. 345 Park Ave. New York, NY 10154 212/593-0600	F	1	80	3	Pres/Treas: Ralph D. Sens. VP Mktg: Paul L. Munyon. Asst VP Des: Eugene Bence. Des: Ruth Strauss, Linda Brunning.	100													●		
Deupi & Associates 1101 17th St. NW Washington, DC 20036 202/872-8020	C	1	35	12	Ptnr: Carlos Deupi, AIA, Teresita Deupi, ASID. Assoc: Nettie C. Goetz, Marilyn T. Burroughs, Charles Perla, AIA.	95		3		1				1			●				US News & Wld. Rpt., 150,000 Union Oil of CA, 23,000 Surrey & Morse Law, 33,000 IBM, 37,900 Alderson Rptg., 22,000
Donnegan Office Systems Inc. 551 Warren Ave. E. Providence, RI 02914 401/438-4570	F	2	35	6	Mktg Mgr: Frank D. Quint. Spc Plng Rep: Richard Egan, William Drape, Karen Menke.	70					30									●	
The Drake Partnership 476 Morris Ave. Summit, NJ 07901 201/277-3800	C		5	4	Ptnr: Libby Drake, Peter W. Drake, Richard Scott. Des: Lisa Spicer.	70						25	5						●		Purolator, 40,000 Deloitte Haskins, 30,000 Chubb & Son, 80,000 Stevens Tech., 60,000 Mendham, NJ, 6,000
Harry Dressler Design Associates Parkade Bldg., Box 1030 Camden, NJ 08101 609/541-2704	C		6	6	Pres: Harry Dressler. Assoc Des/ Mktg: Sandra Koury. Assoc Plng/ Eng: Harold Wolfe. Des: Raisa Hudak.	30	20	30			20								●		Underwood Hosp., 7,000 Mt. Laurel Hilton, 5,000 Metro. Hosp., 10,000 Fidelity Bank, 5,000 Poor Richard Publ., 25,000 Brown/Connery Law, 6,000

Durrant Design Bolton Rd. Harvard, MA 01451 617/456-3695	A		4	4	Pres: David W. Durrant. VP: Pamela Browning Durrant.	30			5		15		3	25	2	20					Nypro, 350,000 Nypro Hong Kong, 20,000 Nypro Ireland, 20,000 Belmont Water Co., 3,000 St. Elizabeth Hosp., 180,000 Great Nrthn. Inds., 40,000
E & I Designs Inc. 50 Broad St. New York, NY 10004 212/425-9480	C		10	10	Pres: Paul Pl Accetta. George P. Kruse. Christine V. Accetta	95	1	1		1	1			1					●		
Eastern Sales & Equipment Service 5231 Peter's Creek Rd. NW Roanoke, VA 24019 703/362-1848	M		10	2	Pres: William Kenney. VP/Secy: William Kenney, Jr. Sales: Don Austin.		10			70	10	10						●			Palm Parlor, 4,000 Country Cookin, 2,500 South Boston, 4,000
Einhorn Yaffee Prescott Krouner, PC The Argus Bldg. Broadway at Beaver St. Albany, NY 12207 518/463-2141	A		70	6	Pres: Steven L. Einhorn., VP: Andrew W. Prescott. Sr Des: Jim McKinney. Des: Aghavni Jabian, Amy Pressman. Dir Spc Prgm: Gary B. Higbee.	95		5											●		Ernst & Whinney, 7,500 Garden Way Mktg. Srvcs., 12,000 Solomon & Solomon, 10,000 Shea & Gould, 3,000
Environmental Interiors Inc. 1323 N. Front St. Harrisburg, PA 17102 717/232-1824	F		11	7	Pres: Charles R. Miller, Jr. VP Des: Carolyn G. Sieck. Des: Linda Askins. Arch/Spc Plnr: Wayne Asper.	75					5	10	10							●	Chemcut Corp., 30,000 Phico, 40,000 General Defense Corp., 15,000
Environmental Research & Development 160 E. 56th St. New York, NY 10022 212/753-4465	C		25	20	Pres: Eugene Boshes. Exec VP: Barry Hirsch. Dir Des: Roland Pintado. Dir Prod: Sheldon Murrell.	80		5	5	5				5			●				Pan American, 400,000 Cnty. of Westchester, 250,000 Viking Press, 250,000 Integrity Fncl. Grp., 40,000
Environments 841 Chestnut St. Philadelphia, PA 19107 215/574-9690	A		125	10	Dir: Ed Jakmauh. Hlth Care Dir: John Solether. Des: Anna B. Kilgore, Janet Struckell, Doug Grange, Sue Davidson.	50					50										Bryn Mawr Hospital Delaware Valley Medical Smith Klein Central Penn
Mehmet T. Ergene, Architect, PC 3211 Quesada St. NW Washington, DC 20015 202/966-7044	A		5		Pres: Mehmet T. Ergene. Arch: Alice G. Boyer, Anne Menard.	100														●	IBM, 50,000 Airline Tariff Publ., 24,000 Mitel Inc., 20,000 AB&C Inc., 16,000 Faraday Natl. Corp., 8,000
Ewing Cole Cherry Parsky Federal Reserve Bank Bldg. 100 N. 6th St. Philadelphia, PA 19106 215/923-2020	A	1	175	6	Pres: Robert M. Parsky. Dir Des: George vonScheven. Dir Int Des: Suzanne R. O'Connell. Sr Des: Deborah Knast. Des: Richard Vesci.	20					60	20							●		NJ Sports Athrty., 10,000 Marworth Hlth. Ctr., 35,000 Hamilton College, 24,000 Lankenau Hosp., 90,000 Bayshore Hosp., 77,600 Phila. College, 37,000
Earl R. Flansburgh & Associates 77 N. Washington St. Boston, MA 02114 617/367-3970	A		35	9	VP: Michael H. Bourque, IBD. Assoc: Peter S. Constable. Proj Mgr: Catherine Mann, Susan Spirito, AIA.	60		20		10			10						●		Shawmut Bank, 45,000 Commercial Union Insur., 25,000 Wm. H. Mercer Inch, 15,000 IRA NAR Comp. Rm., 14,000 First Investment Prop., 10,000 E. McConnell Clark Foun., 9,000

100,000 TO 499,999 SQ. FT.

CATEGORY KEY*

Contract Designer	C
Architect Specifying Interiors	A
Contract Furnisher/ Office Furniture Dealer	F
Facility Planner (in-house)	P
Government Agency	G
Hotel/Motel/Restaurant	M
Health Care	H
Educational	E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1981 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL DOLLAR VOLUME: $1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
Forbes-Ergas Design Associates Inc. 157 E. 86th St. New York, NY 10028 212/534-1711	C		8	6	Prin: Susan A. Forbes, Joel M. Ergas.	15	25			50				5		5			●		
Forrest Associates Inc. 5 Bridge St. Watertown, MA 02172 617/926-1131	C		10	10	Pres: Jess Forrest. VP/Des Dir: Carl Hardy. Sr Des/Arch: Carmine Bruno. Int Des: Joan Petty.	100													●		Teradyne, 200,000 Sterilite Corp., 7,500 Applewild Sch., 8,000 Haemonetics Corp., 50,000
N. Frank & Son Inc. 11900 Parklawn Dr., Suite 403 Rockville, MD 20852 301/881-2840	F		15	3	Pres: Morris Gevinson. Des: Barbara Galate Millios, Beth Broyles. Spc Plnr: Tom Kierkowski.	80		10				5	5							●	Pentagon Fed. Credit, 3,438 Topf & Zell, 2,100 General Electric, 1,600 MCI Telecommunication PRC, 80,000
GK Associates 8 W. 40th St. New York, NY 10018 212/840-8560	C		10	10	Prin: Sal Buzzardi, Jim Karvelas. Sr Des: Ward Truesdale. Des Mgr: Jamie Watson, Kris Kilmer.	85			5	5		5							●		CIGNA Corp., 24,500 INA Special Risks, 60,000 Piper & Marbury, 12,500 Norton & Co., 24,000 GE Credit Corp., 12,000 Dryden Corp., 15,000
Alan Gaynor & Co. 11 W. 36 St. New York, NY 10018 212/594-6200	A		5		Pres: Alan Gaynor. Des: Michele Boodewyn.	45		50		5									●		Lehman Bros Kuhn Loeb, 75,000 Fort Lee Exec. Park II, 250,000

Geier Brown Renfrow Architects 1424 16th St. NW, Suite 201B Washington, DC 20036 202/462-8101	A	1	9	3	Ptnr: William H. Geier, AIA, Phillip W. Renfrow, AIA. Int Des: Anneliese Sullivan.	60			40										●		FAO Schwarz, 10,000 IBM, 20,000 Natl. Assoc. Manufacturers
General Services Administration 26 Federal Plaza, Rm. 2447 New York, NY 10007 212/264-5986	G	10	30 M	50	Dir/Des Constr Div: Herbert Steinman. Chf/Proj Oprtn: Paul C. Rozapal. Sprvsy Arch: John Rossi. Arch: Mark Paull, Israel Stern.	75				5			20				●				GSA Custom House
The Gilchrist Partnership, AIA 135 Fort Lee Rd. Leonia, NJ 07605 201/461-8606	A		11	5	Ptnr/Dir Des: Michael T. Callori. Sr Ptnr: J. Robert Gilchrist. Ptnr: John J. Gilchrist. Des: Peter F. Pulice, Leon J. Paboojian, Stephen R. Mileham.	70								10	20						Irredelco Plaza, 65,000 Glen Rock Plaza, 55,000 Centrico Inc, 20,000 Montvale Park, 120,000 Meadow Plaza Off. Bldg., 400,000 Resurrection Parish, 20,000
Graham/Meus Inc., Architects 308 Boylston St. Boston, MA 02116 617/267-9399	A		12	1	Prin: Gary Graham, AIA, Daniel Meus, AIA. Int Des: Susan M Morrison.	10					50	25		5		10	●				Arbor Hosp., 65,000 Brattleboro Hosp., 20,000 Emerson college, 70,000
Glen H. Gregg, AIA, Architect 75 Whitney Ave. New Haven, CT 06511 203/562-0355	A		7	4	Prin: Glen H. Gregg, Virginia B. Linburg. Arch/Des: N. Chong.	30			10	5	10	20		20	5				●		Canberra Institute, 110,000 Canberra Clinical Labs, 30,000 Lever Right Realty, 180,000 Cntrl. New Haven Dvlpmt. 50,000 Yale University, 10,000
Hafner Associates Inc. 9 S. Goodman St. Rochester, NY 14607 716/473-4600	C		12	12	Pres: Beverly Hafner, ASID. Assoc Des: Don Killaby, ASID, IES, Pamela Dennis, ASID, Grace Rainaldi.	75		5		5				10	5				●		Sykes Datatronics HQ, 85,800 Morse Ohain, 38,000 Xerox Corp., 56,000 Tropel, 18,000 Arthur Anderson & Co., 18,000
Thomas W. Hanrahan Associates Inc. 331 Madison Ave. New York, NY 10017 212/490-1530			8	8	Pres: Thomas W. Hanrahan. Asst to Pres: Michelle A. Cihaneck. Proj Dir: Raymond A. Land, Gus Attonis, Diane Petterson.	100												●			John Blair & Co., 175,000 A.C. Nielsen Co., 20,000 Cross & Brown, 22,000 Middle East Bank, 3,500 Gartner Group, 16,000 Republic Steel, 7,000
S. Harris Consultants Ltd. 9811 Ashburton Ln. Bethesda, MD 20817 301/468-5780	F		7	7	Dir Des: Sy Harris. Arch Spc Plnr: Lenell W. Stevenson. VP: Stacey L. Harris-Bailey.	70					10		20							●	State Dept., 100,000 The Washington Post, 25,000
Hazen's Office Interiors 299 Industrial Park Rd. Middletown, CT 06457 203/632-0200	F		26	3	Pres: Philip T. DeRing. VP Sales: Peter B. Boden. Int Des: Susan F. Chamberland, Christine Mathieu, Marina Serrano.	92		7		1									●		General Electric, 40,000 Boehringer Ingelheim, 63,000 Savings Bank Life Insur., 7,400 Scott & Daniels, 3,106 Mulberry St., 1,375 Burndy, 3,560
Heiserman/Giles & Associates 8605 Cameron St. SilverSpring, MD 20910 301/585-4301	A		10		Ptnr: Michael Heiserman, AIA, James W. Giles, AIA. Des: Jane Wetmore, James Summerill.	10			20	10			50		10						Kitchen Bazaar, 7,000 Family Srvcs. Ctr., 10,000 Legal Srvcs. Ctr., 46,000 Sassafras Store, 12,000

100,000 TO 499,999 SQ. FT.

CATEGORY KEY*

Contract Designer C
Architect Specifying Interiors A
Contract Furnisher/ Office Furniture Dealer F
Facility Planner (in-house) P
Government Agency G
Hotel/Motel/Restaurant M
Health Care H
Educational E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1981 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL DOLLAR VOLUME: $1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
Charles G. Hilgenhurst Associates 148 State St. Boston, MA 02109 617/723-1770	A		15	3	VP: Leigh Rooney, Malcolm MacKenzie, Jeffry Pond. Proj Des: Jeffrey Katz.	50	10	40											●		Lloyds Bank Intl., 8,000 Kurzweil Comp. Prods., 48,000 Donahue & Donahue Law, 5,000 Apple Hill, 190,000
Homequity Inc. 249 Danbury Rd. Wilton, CT 06897 203/834-8507	P	3	1.5 M	3	Dir Adm Srv: Frank Caporale. Mgr Fac Plng: Joan Birkins. Des: Anthony Corbo. Proj Mgr: Ralph Mangiona.	100															Homequity Corp. HQ, 40,000 E. Region Homequity, 60,000 Central Region Homequity, 30,000
Hueber Hares Glavin 726 Onondaga St. Syracuse, NY 13204 315/476-8362	A		24	3	Ptnr/Arch: Francis E. Hares, AIA, Robert C. Markley, AIA. Dir Des: Kathleen Gallagher-Mortensen.	60		5			20	5			10					●	Syracuse Bldg., 94,400 Am. Red Cross, 36,000 St. Thomas Chapel, 10,957
IAC/Boston 136 Boylston St. Boston, MA 02116	C	1	4		Dir: Alan Frick, IBD, H. Fred Christian.	100															Ernst & Whinney The Marketing Group Natl. Fire Protection Assoc.
Interior Planners 400 C Southlake Blvd. Richmond, VA 23236 804/794-5310	C		5	4	Ptnr: Peggy Burr. Spc Des: Pat Meek, Terry Hasher, Beth Meagher.	60	15	5	5	10	5								●		Virginia Hosp. Assoc., 32,000 Prudential, Commerce Plaza, 90,000 Philip Morris USA, 100,000 Sheraton Hotel, 100,000 Western Electric, 10,000
Inter Space Design Inc. 410 Asylum St. Hartford, CT 06103 203/525-5365	C		6	4	Pres: Larry Richmond. VP: Charles A. Pinckney. Contract Sales Mgr: Jody Nelson. Des: Merle Trager. Spc Plnr: William Clegg.	30		10	30	20				10				●			Stanley Home Products Goodwin Loomis Insurance Munson Candy Stores Pepperidge Farm Stores Stackpole Moore & Tryon Clothier

JEL Environments Ltd. 942 8th Ave. New York, NY 10019 212/246-6946	C		7	7	Pres: Edwin C. Hurwitz. Exec VP: Juan Casals, Luis Munoz. Proj Des: Mary Evans, Susan Mahoney.	60		30	5					5				●			Bank Leumi Trust, 80,000 Bank Leumi Trust Israel, 15,000 Abitibi Price, 2,500 Carl Byoir & Assoc., 8,000 Du Art, 9,000
JPK Designs Inc. 210 Lincoln St. Boston, MA 02111	C		6	6	Pres: Jeffrey P. King. Arch/ Prog: Harvey Montague. Atty/ Prog: Anthony Buono. Sr Des: Jeannine De Roeck.	100													●		Dept. of Educ. HQ, 70,000 Dept. of Public Hlth., 85,000 Dept. of Env. Qual. Eng., 66,000 Stanadyne Inc., 20,000 Northland Mgmt. Co., 100,000
R.L. Johnson Construction Co. Inc. P.O. Box 1449 Bristol, VA 24203 703/466-2481	C		60	6	Pres: Robert L. Johnson. Proj Mgr: Douglas Ashbrook. VP: Robert L. Johnson, Jr.	80			10					10				●			Mullins Pro. Bldg., 50,000 Beecham, 10,000 Huff-Cook, 30,000
Kaeyer, Parker & Garment, Architects, PC 1 Kirby Plaza Mt. Kisco, NY 10549 914/666-5900	A	1	12		Pres: Richard E. Kaeyer, AIA. VP: Richard D. Parker, AIA, John S. Garment, AIA. Sr Des: Lin Swei, RA.	20						5	20	5		50			●		Volvo of America, 70,000 Liberty Lines, 320,000 Frank B. Hall & Co., 35,000 E. Queens YMCA, 25,000 St. Patrick's Church, 24,000 Soudronic Ltd., 18,000
Lane Bryant Inc. 11 W. 42nd St. New York, NY 10036 212/930-9259	P			2	Corp Arch: Marios A. Contopoulos, AIA. Job Capt: Hernando Acosta.				100												
Lark IV Associates Ltd. 11480 Sunset Hills Rd. Reston, VA 22090 703/435-1017	H		5	3	Plng Conslt: Leonard Mayer, AIA. Des Assoc: Sally Vogt.	2					98						●				Presbyterian Hospital, 30,000
Leotta Designers Inc. 303 Harry St. Conshohocken, PA 19428 215/828-8820	C		10	6	Pres: Samuel S. Leotta. VP Plng/Int Des: Marc J. Leotta. Des: Floss McGrady. Clr/ Graphics: Carol Moore.	90		10											●		Fischer & Porter: Exec. Conf. & Sls. Ctr., 4,000 Engineering Div., 67,000 President's Suite, 400 Training Ctr., 10,000 Trimfit Inc., 4,000
The Linderman Group Architects 501 N. Providence P.O. Box 972 Media, PA 19063 215/565-1161	A	1	9	3	Prin: Richard Linderman. Int Des Coor: Jane Free.	8	8	8		67	8			1				●			Pennbrook Cntry. Club, 30,000 Wayne Kent Ltd., 64,000 DMS Inc., 20,000 Merrill Lynch, 65,000
Lindsay Liebig Roche Architects 816 Hartford Rd. Waterford, CT 06385 203/442-1647	A		8	2	Ownr: Francis M. Roche. Int Des: Marjorie B. Taggart.	40		25				5	25	5					●		New England Svgs. Bank, 3,000 Electric Boat Community Federal Credit Union, 2,500 Dewart Bldg., 40,000
Lucas Design Group 7700 Port Capital Dr. Baltimore, MD 21227 301/799-7700	F		200	14	Sls Mgr: Stephen Newhouse, Des Dir: Donna Macola. Asst Des Dir: Joeclyn Siepel. Des: Terri Pektor, Judy Stoner.	80							20					●			

100,000 TO 499,999 SQ. FT.

CATEGORY KEY*

Contract Designer C
Architect Specifying Interiors A
Contract Furnisher/ Office Furniture Dealer F
Facility Planner (in-house) P
Government Agency G
Hotel/Motel/Restaurant M
Health Care H
Educational E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1981 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL DOLLAR VOLUME: $1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
MPIB-Merlino Interior Design Inc. Div. Mirick Pearson Batcheler Archs. 3 Parkway Philadelphia, PA 19103 215/563-4130	C		7	7	Pres: Samuel J. Merlino. Assoc: Gabriel Windeck. Des: Mari Haeflein.	50					50						●				Philadelphia Suburban, 50,000 Prudential Insurance, 10,000 Diamond-Shamrock, 1,500 Penn Jersey Subaru, 8,000 DuPont, 4,000
Maryland Air National Guard Div. U.S. Air Force 2701 Eastern Blvd. Baltimore, MD 21220 301/687-6270	G		300	250	Facil Mgr: CMSGT Jules Prieto. Prod Cntrol: MSGT Bill Rew, MSGT Mike Hoerr, Base Engr: LTC Henry Shero. Eng Tech: Al Carter.								100				●				U.S. Air Force: Dining Hall, 15,000 HQ Bldg., 40,000 Operations Bldg., 30,000 Electronic Labs, 40,000 Admin. Facilities, 50,000
Thomson McKinnon Securities One New York Plaza New York, NY 10004 212/482-6978	F			5	Asst VP/Constr Mgr: L. Schiano. Facil Des/Plnr/Arch: Alexandra Karafinas. Constr Mgr: C. Finnegan.	85			10	5							●				
Morris Office Outfitters Inc. 29 Amory St. Nashua, NH 03601 603/882-4571	F		12	3	Pres: Robert M. Morris. VP: Divid DiGeronimo. Sr Des: Gordon MacInnis. Des Assoc: Barry Story.	80		10	2		8						●				SunChem, 5,000 St. Joseph's Hospital, 4,800 Electronic Corp., 12,600
Mt.Lebanon Office Equipment Co. 1817 Banksville Rd. Pittsburgh, PA 15216 412/344-4300	F	2	30	3	Exec VP: Michael A. Silvestre. VP/Contract Furn Mgr: James M. Droney, Jr. Contract Furn Sls: Jeffrey Evans. Head Des: Jean Trichtinger.	65					15	10	5		5		●				Anderson Manor Ltd., 15,000 Typecraft Press, 7,500 Ask Mr. Foster Travel, 3,500 Boenning/Scattergood, 7,500 Hefferman Distrib., 12,000 VTR, 5,000

Dennis A. Mylan, AIA, Architect 425 Bloomfield Ave. Montclair, NJ 07042 201/746-7460	A		5	2	Arch: Dennis A. Mylan. Des: Paul Sionas.	50			20	5		20		5					●		Mt. Carmel Bldg., 60,000 Bloomfield College Dorm., 30,000
Nave Fortson Nicholson 14 W. Kings Hwy. Haddonfield, NJ 08033 609/795-7470	C		7	7	Pres: Frank D. Nave. VP: Frank H. Fortson, Jr. Sec/Treas: Joseph A. Nicholson. Des: David Milano, Eva Christy.								10			90			●		Tenn. State Museum, 30,000 Roanoke Valley Sci. Mus., 15,000 Ft. Fisher Museum, 10,000 St. Lawrence Vis. Ctr., 15,000
New England Design Associates Inc. 1241 Main St. Holden, MA 01520 617/829-5659	C	1	7	2	Prin: Charles A. Snell, Susanne Staples. Arch: Paul D. Stine.			100										●			Whitinsville Svgs. Bank, 16,000 Gardner Svgs. Bank, 20,000 Union Trust Co., 17,000 Central Svgs. Bank, 18,000 Rockville Svgs. Bank, 12,000
New York City Dept. of Finance One Centre St. New York, NY 10007 212/566-0563	G		1.9 M	5	Arch: Robert Apataro, Richard Ramos.								100				●				Dept. of Finance, 175,000
Niego Associates Architects/Planners 600 Hempstead Tpke. West Hempstead, NY 11552	A		7	3	Ownr/Arch: Sol Niego. Ownr/Des: Myrna Niego. Int Des: Lina Yanko Schuk, Marjorie Helitzer.	40		5	25	15	5	5		5			●				ILC-Data Device, 40,000 Met-Pro Corp., 15,000
Olivetti Corporation 155 White Plains Rd. Tarrytown, NY 10591 914/631-8100	P	57	1.3 M	2	Mgr Cntrl Svc: Joseph Micurski. Dir Corp Facil Plng/Svc: Stephen Kopelman.	100														●	In-House Design Projects: Washington, DC, 10,000 Atlanta, 12,000 New York City, 7,000 San Francisco, 12,000 Woodside, NY, 22,000
Patterson Associates Inc. Div. General Interior Construction 16 Plaza E. Lancaster Ave. Ardmore, PA 19003 215/896-7931	A		60	4	Pres: Robert W. Patterson. Proj Mgr: Robert J. Hytha, Jr.	40			35	10	15						●				Robert J. Sigel, 6,000 P.Q. Corp., 4,200 Safeguard Bus. Systs., 40,000
Philips-Kaufman & Associates, P.A. 310 South St. Morristown, NJ 07960 201/267-1550	A		20		Pres: Brooks D. Kaufman, VP: Chester H. Philips. Des: William R. Pelosi.	20					80						●				Hospital Project, 50,000
Professional Design Associates Inc. 928 N. Charles St. Baltimore, MD 21201 301/332-1370	A		5		Pres: John V. Markowski. VP: Anthony M. Mileto. Sec/Treas: Richard J. Luxenburg.	25			25	20	10			20			●				Vellegia's Rest., 2,000 Gregory's Rest., 2,500 Miles & Stockbrige, 50,000 O'Malley's Rest., 2,000 Balt. Gas & Electric, 5,000 Medical Ctr., 15,000
Wolfgang Rapp & Associates Inc. 904 Sheble La. Springhouse, PA 19477 215/542-1360	A		6	4	Prin: Wolfgang Rapp, AIA. Proj Mgr/Assoc: David B. Eagan, AIA, Jerry K. Roller, AIA.	50				15	30			5			●				Exxon USA, 125,000 Bio-Dynamics Inc., 25,000 Talmudical Yeshiva, PA, 8,000 Gwynedd Plaza Off., 10,000

100,000 TO 499,999 SQ. FT.

CATEGORY KEY*

Contract Designer C
Architect Specifying Interiors A
Contract Furnisher/ Office Furniture Dealer F
Facility Planner (in-house) P
Government Agency G
Hotel/Motel/Restaurant M
Health Care H
Educational E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1981 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL DOLLAR VOLUME: $1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
Reliance Development Co. Inc. Park Avenue Plaza New York, NY 10055	P		16	6	Head Arch: Carl R. Goedecke. Proj Mgr/Arch: Christopher Vitter. Proj Mgr: Betty Jean Anderson.	100											●				General Casualty, 150,000 In-House Design Projects, 175,000
Roach Walfish Lettrich Architects 115 N. Main St. Greensburg, PA 15601 412/834-3210	A		15		VP: Herbert S. Walfish. Sec: Donald J. Lettrich. Bd of Dir: James T. Schmida. Arch: William P. Brennan.						40		60				●				Westmoreland Hosp. Assn., 100,000 J.C. Blair Memorial Hosp., 37,000 Westmoreland Cnty. Court House, 48,000 Memorial Hosp., 25,000
Rochester Design One Inc. 780 University Ave. Rochester, NY 14607 716/271-4370	C		3	1	Pres: Mary Breslin Finver. VP: Barry Finver.	40		20		10	10			20				●			1st Fed. Svgs. & Loan, 6,300 DePaul Health Svc., 11,000 Sentry Clr. Labs, 10,000 Golden Ponds Rest., 6,000 Peterson & Peterson, 2,500
Ronny-Gerand Inc. 21 E. Shore Rd. Manhasset, NY 11030 515/365-7700	C		14	4	Pres: Gerard Horwitz. Sec/ Treas: Rhoda Horwitz. Des: Gita Rose, Walter Clifford.	5	40			45	10						●				Family Affair Rest., 100,000 American Steak Rest., 70,000 Gurney's Inn, NY, 4,000 Windjammer Inn, 4,000
Norman Rosenfeld, AIA, Architects 36 W. 62nd St. New York, NY 10023 212/489-6666	A		17	2	Ptnr: Norman Rosenfeld, AIA, Harry S. Wild, AIA. Assoc Ptnr: Peter J. Blaufeux, AIA. Assoc: Robin G. Guenther, AIA.				10		80	10					●				
Ross-Hochberg Design Associates 53 E. 96th St. New York, Y 10028 212/289-2523	C	1	3	2	Pres: Louis Ross. Assoc: Sue Hochberg.	80					5			10	5						Tannen Towers, NJ, 10,000 Sebastion's Hotel, BWI, 5,000 Margate Towers, NJ, 5,000

Ryan & Williams Inc. 1100 Main St. Buffalo, N.Y. 14209	F		42	6	Pres: Lawrence J. Romano. VP: Martin J. Murrett. Sales Mgr: James Lumadue. Contract Furn Div Mgr. Paul Murrett. Furn Dept Mgr: Joseph Karl.	30		10				30	20	10							Fisher Price Toy Co., 100,000 Sierra Research, 45,000 City of Buffalo, 5,000 Flickinger Corp., 50,000 SUNYAB, 10,000
Sanner Office Interiors 1225 State St. Erie, PA 16501 814/454-6374	F		35	3	Int Des: Martha Hodges. Spc Plnr: Tracy Marvin. Furn Sales Mgr: William E. Eichenlaub.	30		20			25	20			5					●	Hammermill Paper Co., 20,800 Eriez Magnetics, 11,800 St. Vincent Hlth. Ctr., 23,900 First Natl. Bank of PA, 12,600 Union Bank 2,600 PA Electric Co., 1,900
Savoir Faire, Inc. 11810 Parklawn Dr. Rockville, MD 20852 301/770-2424	M		10	7	Pres: M. Louise Ashman. Exec VP/ Dir Des: Linda Waddell, ASID. Sr Des: Marianne P. Ridge.	5	80	5		10									●		Patukent Inn, 50,000 Mariott Dallas, 95,000 Sheraton Columbus, 30,000 Hyatt Arlington, 25,000 Hyatt Cambridge, 60,000
Schofield Colgan Architects Hudson River Marina P.O. Box 806 Nyack, NY 10960 914/358-7400	A	1	25	4	Mng Ptnr: Robert H. Schofield. Ptnr: John M. Colgan, Jr. Dir Int Des: Heather Faulding. Proj Arch: Judith Lawler.	40		10		10	10	20		10					●		Computer Co., 40,000 Computer Co., 20,000 Alcoholic Trtmt. Ctr., 40,000 Library, 40,000
Charles W. Schrubb, Architect 1125 S. Cottage St. Meadville, PA 16335 814/336-3914	A	1	18	4	Pres: Charles W. Schrubb. Des: Lauren Reagle.	25	30			25				20			●				Perkins Rest., 5,400 VIP Complex Ctr., 25,000
Stephen W. Schwartz, Architect 20 Northfield Ave. West Orange, NJ 07052 201/731-9797	A		6	2	Arch/Own: Stephen W. Schwartz, AIA. Asso: Donald Seigmund, Robert Hessberger, AIA.	50			40					10					●		E.W. Kalkin Inc., 8,000 Paramed. Specialities, 6,000 Home Nutrition Srvcs., 5,000 Halpert Oberst, 10,000 Bache Halsey Stuart, 9,000 Misc. Stores, 50,000
Scott Office Interiors Inc. 140 Broadway Providence, RI 02903 401/274-0355	F		12	1	Pres: Samuel J. Scott. Sales Mgr: J. Wayne Robinson. Des: Allan Lester. Secy/Treas: Leanore E. Scott.	89	3			5		3								●	
Allan Shaivitz Associates 336 N. Charles St. Baltimore, MD 21201 301/837-1560	C		5	3	Pres: Allan Shaivitz, IBD. Proj Des: Patricia Bresnahan. Des: Molly Dixon.	35		25	10		20			10	10					●	Windfield Farms, 3,000 Wallace H. Campbell, 15,000 Drs. Felps & Gross, 7,000 Dr. Stuart Dankner, 25,000 Yorkridge Fed. Svngs., 4,000
Lila Shoshkes Design Associates 9 Whittingham Terrace Milburn, NJ 07041 201/376-4320	C		6	5	Prin: Lila Shoshkes.	100													●		NJ Bell, 10,000 United Cnties. Trust, 45,000 Celanese Plastics, 7,500
Spectrum Office Products 125 Mushroom Blvd. Rochester, NY 14263	F	1	200	6	VP Des: David E. Sinise. Sr. Int Des: Cheryl Douglas. Des: Merrilee Olmstead-Leahy. Jr Des: Rita McCaffrey.	65		2			10	20		3						●	Reidman Insur. Co., 18,000 Blue Cross-Blue Shield, 6,000 H&C Tool Supply Corp., 10,000 Citibank, 15,000 Champion Products, 10,000

100,000 TO 499,999 SQ. FT.

FIRM CATEGORY KEY* Contract Designer C Architect Specifying Interiors A Contract Furnisher/ Office Furniture Dealer F Facility Planner (in-house) P Government Agency G Hotel/Motel/Restaurant M Health Care H Educational E	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1981 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL DOLLAR VOLUME: $1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
The Stilwell Factor 192 Broadway New York, NY 10038 212/619-0730	C	2	4	3	Pres: George Stilwell III. Assoc: Vidvar Hermanovski. Sr Des: Denise Brooks. Des: Wendy Alkire.	100															Kinney Shoe Corp., 40,000 Zim Amer Israeli Shipping, 10,000 Morris J. Eisen Atty., 10,000 Morris, Duffy, Ivone, 10,000 Alexander Howden Service, 5,000
Symmes, Maini & McKee Associates 1050 Massachusetts Ave. Cambridge, MA 02138 617/547-5400	A		80	2	Ptnr: Jon McKee, AIA. Prin: Tom Vogel, AIA. Dir Int Des Srvcs: George Nichols, AIA. Des: Pamela J. Maini, IBD.	80		5			3	10				2			•		Boston U. Labs, 70,000 Lexington Office Park, 165,000 Reservoir Place Off. Park, 164,000 1000 MA Ave. Bldg., 108,000 New England Jrnl. Med., 63,000
Systems Supply Co. 4803 Mialothian Pike Richmond, VA 23224 804/231-4175	F		6	2	Pres: Larry Barzoloski. Mgr: David Buckley.	100											•				Berkeley & Assoc., 4,000
VA Medical Center University & Woodland Ave. Philadelphia, PA 18104 215/823-5806	G		1.2 M	1	Chf Bldg Mgmt: Waymon T. Saxon, Jr.	70				5	25										
Warner Burns Toan Lunde, Architects & Planners 330 W. 42nd St. New York, NY 10036 212/947-5700	A		52	4	Sr Des Ptnr: Danforth W. Toan. Des Ptnr: Bernard Ehrlich. Dir Int Des: Samuel R. Failla. Des: Gertrude Gray-Yourke, Jane Toan.	15	40	5				40						•			Teitelbaum Group, 522,000 Barranquilla Hilton, 300,000 Hilton Intl. Belem, 280,000 Sao Paulo Hilton, 25,000 Wharton School, 140,000 Lehigh University, 80,000

Warner Communications Inc. 75 Rockefeller Plaza New York, NY 10019 212/484-6914	P		22.4 M	2	Dir Int Des: Ann Arthur. Dir Fac Dept: Stanley Cunningham. Const Adm: Manny Proenia, Mgr. Fac Dept: Carol Farren. Exec VP: Rafael de la Sierra	99								1							
Wellman Brothers Inc. 130 S. Main St. Jamestown, NY 14701 716/664-4006	C		14	5	Pres: Barclay O. Wellman, ASID. VP: Arthur A. Wellman, ASID. Des: David Caflisch, Anne Frantz, Diane T. Wellman.	10		5	5	5		5		70						●	Aarque Mgmt. Corp., 10,000 Bankers Trust, 2,000 Siegel Shoes, 10,000 Gebbe Foundation, 5,000
Wells & Norris Inc. 54 Devonshire St. Boston, MA 02109 617/723-3066	A		6	3	Pres: Fred A. Norris, Treas: Harvey B. Wells. Assoc: Edwin Steel.	85		15												●	
Ken White Associates Inc. 7 James St. Westwood, NJ 07675	C		6	4	Pres: Ken White. Des: Frank White.				88				10		2				●		
Williams/Trebilcock/Whitehead 1 Allegheny Square Pittsburgh, PA 15212 412/321-0550	A		43	5	Prin: Paul A. Whitehead, AIA, Thomas B. Trebilcock, AIA. Assoc: Paul E. Zippel, AIA.	80		3	5	5		3	2	2					●		Pittsburgh & Lake Erie RR, 110,000 Limbach Co., 50,000 U. of Pittsburgh, 145,000 Auto. Data Processing, 46,000 Mellon-Stuart Co., 40,000
The Wolf Partnership, Architects 7 S. 7th St. Allentown, PA 18101 215/432-4368	A		3	1	Ptnr: Paul J. Schmitz, William G. Schimeneck.	100														●	Western Electric
Wright Ossie Furniture Inc. 2930 Liberty Ave. Pittsburgh, PA 15201 412/471-2700	F		12	2	Pres: Peter J. Vos. VP: Robert C. Baierl. Des: James Thompson, Gerry DeLuca.	80		15			5								●		

CATEGORY IV
UNDER 100,000 SQ. FT. DESIGNED/SPECIFIED

CATEGORY KEY*

Contract Designer	C
Architect Specifying Interiors	A
Contract Furnisher/ Office Furniture Dealer	F
Facility Planner (in-house)	P
Government Agency	G
Hotel/Motel/Restaurant	M
Health Care	H
Educational	E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1981 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL DOLLAR VOLUME: $1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
Aesthetics 77 New St. Huntington, NY 11743 516/549-3700	F		5	5	Owner/Des: John B. Firenze. Des: Gisha Swernof.	50		15	5	10	5	5		10						●	Town of Oyster Bay Senior Citizen Housing, Riverhead Savings Bank, Superior Surical
Altemose Architects & Engineers 390 Valley Forge Plaza King of Prussia, PA 19406 215/768-9200	A		35	5	Int Des: Holly Mazolla. Chief Arch: Michael Lynn. Chief Est: James N. Goshow.	10	55			20				15					●		Sheraton-Valley Forge PA, 80,000 Medical Assoc, 7,500
Amalgamated Bank of New York 11-15 Union Sq. New York, NY 10003 212/255-6200	P	3	300	1	VP: Paul Dilberto.	100													●		Amalgamated Bank of NY, 100,000
Ed Axel Assoc. 1160 Easton Rd. Horsham, PA 19044 215/242-0575	C			4	Pres: Ad Axel. Arch: Les Cruise. Des: Jennifer Rubin.	20			20				25		10	25					
Benny Ball Builders 241 W. St. George Ave. Linden, NJ 07036 201/925-9777	C		145	5	Pres: Daniel Iammatteo. Coordin: John D'Aquila. Fixture Des: Vincent Cresci.	25		75											●		Marton Laundries, 8,000 Dante Tuxedos, 20,000 Kitchen Designs, 3,000 Wendy Photo, 4,000 Lordae Tuxedos, 12,000

Leon Barmache Design Assoc. Ltd. 225 E. 57 St. New York, NY 10022 212/759-3840	C		5	3	Exec. Des: Leon Barmache. Assoc Des: Vokassin Asanovic.	75			15	10									●		Fame, 10,000 Rolex, 1,000 Le Plaisir, 1,500
Beale/Davis Inc. Route 4 Louisa, VA 23093 804/257-3989 703/894-4136	H		3	1	Pres: Diane B. Davis.	5					95									●	Psychiatric Institute of Richmond, 9,500 Henrico Doctors' Hospital, 2,600
Bill Behrle Assoc. 16 Grove Ave. Verona, NJ 07044 201/228-3200	A		12		Pres: Frank A. Behrle. VP: David Dwyer, Kay Langdon, Roberta Rosenberg, Mary Petron.	65	10			5	5			15						●	Robert Jamison Assoc., 12,000 Jaguar Rover Triumph, 25,000
Cahill Office Products 218-224 Water St. Binghamton, NY 13902 607/772-0730	F		28	2	Des Mgr: Dur Weaver. Des Acct Rep: Valerie Clartt. Pres: Jack D. Vail.	100													●		Savin, 80,000 Endicott Coil, 10,000 IBM Fed. Credit Union, 20,000
Campbell Thomas Furnas Architects 1504 South St. Philadelphia, PA 19146 215/545-1076	A		6	2	Ptnr: James Cyril Campbell, Phillip Furnas, Des: Gary Read. Asst Des: Mary Pedley.	55			25	10				10					●		Lafayette Bldg., 15,000 Geni's, 3,500
Maurice A. Capobianco, A.I.A. 22 Woodstock St. Yonkers, NY 10701 914/963-1112	A		2		Maurice A. Capobianco, A.I.A.	60		10	10	10				10						●	Cablevision, 9,000 Yonkers Savings & Loan Assoc., 2,500 Wills Motors, 2,000 Capuano, 3,600
Allen R. Carney, A.I.A. 6000 Grand Central Ave. Vienna, WV 26105 304/295-9410	A		7	2	Arch: Allen R. Carney. Int Des: Sherie M. Masters. Des: Michael H. Scott.	20		10		30		20		10	10				●		Fhirmont Church, 5,000 Piscah Church, 4,000 Drakes Landing Rest., 7,000
Carniege Mellon University Porter Hall 19, Schenly Park Pittsburgh, PA 15213 412/578-2914	E		10	4	Dir: Don Pierucci. Arch: Gwen Glass, Dough Philps.	30						20				50			●		All University Depts.
City of Yonkers City Hall Yonkers, NY 10701 914/963-3980	P		2M	15	City Engr: William Malone. Asst City Engr: Richard Morris.								100							●	
Columbia Gas Transmission Corp. 1700 MacCorkle Ave., SE Charleston, WV 25314 304/357-2108	P		11.5 M	6	Bldg Sup: L.R. Kennedy. Arch: Brian E. Healy. Proj Engr: James L. Masley. Sup Engr: R.C. Becher.														●		
Crenshaw Commercial Products Inc. 1021 W. Mercury Blvd. Hampton, VA 23666 804/827-8880	F		17	1	Pres: Thomas F. Crenshaw. Int Des: Jan Whitehead.	70		20			9				1				●		Local Hosp. 30,000 Dr's Office, 18,000 Lawyer's Office (3), 10,500

UNDER 100,000 SQ. FT.

CATEGORY KEY*
Contract Designer C
Architect Specifying Interiors A
Contract Furnisher/ Office Furniture Dealer F
Facility Planner (in-house) P
Government Agency G
Hotel/Motel/Restaurant M
Health Care H
Educational E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1981 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL DOLLAR VOLUME: $1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
Martin B. Dassa Architects 31 S. Fullerton Ave. Montclair, NJ 07042 201/744-3100	A		3	2+	Arch/Spc Plnr: Martin B. Dassa, Robert Richardi.	80		10			8			2					●		Reefer Express Lines, 19,000 North Field Invest., 3,000 R. Bayer Co. P.C., 3,000 Langan Engineering, 20,000 Englewood NJ Health Center, 8,000
Kent Davis Interiors 105-7 N. Alfred St. Olde Towne City Alexandria, VA 22314 703/548-0077	C		1	1	Owner: Kent Davis.	75				5				20						●	Credit Card Service Bureau 5,000 Analytic Services, 8,000 Cafe Lafayette, Inc., 4,000
DeFrancesco & Baker 77 N. Washington St. Boston, MA 02114 617/227-7610	A		9	3	Prin: Andrew DeFrancesco, Garrold Baker. Int Des: Terri Rie Spencer, Deborah Plume.	96		1	1					1		1			●		State Street Bank, 12,000 Blue Cross/Blue Shield, 16,000 Analog Devices, 38,000 The Ponds at Foxhollow
Design Connexion 1605 Chestnut St. Kenova, WV 25530 304/453-2359	C		2	2	Int Des: Jackie Clevenger. Bus Off: Sue Straley.	25			10	25		20		10	10						Ashland Electric Co., 10,000 Hinton Hatchery, Inc., 3,500 Kentucky Christian College, 4,500
Dooling & Siegel Architects 84 Bowers St. Newton, MA 02160 617/332-1694 964-0070	A		5	1	Ptnr: Richard Harris Siegel, Mark J. Dooling, Assoc: Phillip B. Warbasse. Int Des: Catherine Ruth.	50		25	15						10				●		Mutual Bank for Savings, 30,000 Software Arts, 30,000 Rix Stores, 10,000

Equipment Environments Inc. 87½ Chandler St., P.O. Box 3442 Nashua, NH 03061 603/883-9980	F		10	3	Pres: Barry Kaplan. Sls: Donald Miller, Samuel Brown.	10		5				70	15								Traveling Nurse Corps, 10,000 Alan Rodman P.C., 5,000 Venture Develop. Corp., 15,000
John A. Fayko Architect 22 Prince St. Rochester, NY 14607 716/473-0202	A		4	0	Prin: John A. Fayko.				50	10			20	20					●		Department Store, 100,000 Rehabilitation Agency, 60,000
Five Dimensions Inc. 258 Bellevue Ave. Newport, RI 02840 401/849-3360	C	1	18	3	Ownr/Pres: Richard W. Searcy. Prod. Mgr: Mary Sheekey. Sup: Bruce Hoffman. Purch Agt: Linda A. Kreyeski. Decor/Mgr/VP: Sheila A. Kelly.	15			15	50				20					●		Del Mar Restaurant, 8,000 Queens Mews, 7,500 A Penthouse, 3,600
Frank Gelinas & Assoc. A & E 451 Andover St. N. Andover, MA 01845 617/687-1483	A		15	1	Arch: Joseph D. LaGrasse. Des: Jean O'Connor.	50						10		10	10	20			●		Parlex Corp., 45,000 Temple Ner Tamid, 5,000 Trinity Lutheran Church, 3,000 Office Complex, 10,000 Old Ferry Gardens, 3,000
Dana W. Gangewere, A.I.A. 122 W. Lancaster Ave. Shillington, PA 19607 215/777-1887	A		5	2	Arch: Dana W. Gangewere, Martin K. Clapper.	25	10	10		15	15				25						Grace Childrens Prods. 20,000 Hamilton Bank, 5,000 Memorial Church of the Brethren, 2,500
Glave Newman Anderson Architects 1011 E. Main St. Richmond, VA 23219 804/649-9303	A		20	1	Prin: Samuel A. Anderson III, James M. Glave. Int Des: Elizabeth Ryan.	10		10				40	40							●	Dept. Taxation - Commonwealth of Virginia, 120,000
Gordon Office Equipment Inc. Curry Industrial Park Canonsburg, PA 15317 412/745-2571	F	3	24	4	Pres: Gordon L. Small. Int Des: Susan Bressack. Sls Mgr: William Livolsi.	61					9	30						●			Expandor, 5,000 Pittsburgh Theol. Seminary, 200,000 McKenzie, 10,000 Tartan Laboratories, 10,000
Stanley C. Grant Architect 41 Union Square West New York, NY 10003 212/929-0944	A		6	3	Prin/Chief Des & Plnr: Stanley. C. Grant, Prod. Assoc: Louis Valentin. Des Assoc: Sing Hon Chow.	80			20										●		Deutsch Shea & Evans, 6,000 M. Landesberg Stationery, 8,500 Kerby Saunders Inc., 6,500
James W. Gray & Co. Rt. 523 Box 360 Sergeantsville, NJ 08557 609/397-3737	A		3	2	Pres: James W. Gray. VP: Rene Hawthorne.	20			50		20			10						●	Helene Fuld Hosp.- School of Nursing, 7,000 Beco Distributors, 3,000 Timber Peg Model Home, 1,800
Bernard Harland, Architect 6 Johnstone Rd. Great Neck, NY 11023 516/482-1121	A		1		Ownr/Prin: Bernard Harland.	90			5					5			●				Hoffman Advertising Group, 17,000 Long Island OBS/GYN PC, 8,000 Antique Jewelry Store, 1,000 Soffler Residence, 3,500

UNDER 100,000 SQ. FT.

CATEGORY KEY*

- Contract Designer C
- Architect Specifying Interiors A
- Contract Furnisher/ Office Furniture Dealer F
- Facility Planner (in-house) P
- Government Agency G
- Hotel/Motel/Restaurant M
- Health Care H
- Educational E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1981 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL DOLLAR VOLUME: $1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
Robert Dunlop Harris, A.I.A., Architect 4200 Reiter Rd. East Aurora, NY 14052 716/652-6055	A		5	3	Prin: Robert D. Harris. Staff Arch: James Hearn. Des: Maureen Smith.	50	5	20	20					5			●				City Mission, 20,000 I & R Cement Co. Inc., 15,000
John Harvey Assoc. 139 N. Main St. Geneva, NY 14456 315/789-2110	A		10	2	Ownr: John A Harvey. Des: Lee Thomas, Alice Harvey.	5		10				30	25	5	25		●				
Interiors by Francesco 14 Lakeview Ave. Florham Park, NJ 07932 201/377-8585	M		1	1	Int Des: Francesco Conte.		20			80									●		The Cedars Rest., 7,500 Cafe Sambogna, 2,000 Mediterranian Manor, 2,500 Aspen Hotel & Banquet Center, 500,000
F. Jaworski & Assoc. 203 New Britian Ave. Hartford, CT 06106 203/527-6615	A		5	3	Ownr: Ferdinand Jaworski. Des: David Stratos, Robin Winnick.	35						40	10			15	●				IBM Farmington, 10,056 Southern New England Telephone, 2,500 Trinity College, 16,500 Manchester H.S., 57,000 Somers Correctional, 12,000
Johnson/Smith Architects 15 West Highland Ave. Philadelphia, PA 19118 215/CH2-3063	A		5		Ptnr: George William Smith, Dennis L. Johnson.	40			2		20	30		7	1					●	Villanova Univ., 6,000 John D. Moten Offices, 9,000

M.P. Jonathan Assoc. Inc. 11 Hunters Ln. Roslyn, NY 11576 516/627-8839	C		4		Pres/Des: Nat Berger. Des: Saul Rosenblum.	10				25						65	●				Newman & Leventhal, 10,000 Short Hills Caterers, 15,000 Cinelli's Rest., 15,000 Scotto's Rest., 4,000 Crest Hollow Country Club, 10,000
Irwin Kahn Assoc. Inc. 5 Michael St. Spring Valley, NY 10977 914/354-5396	F		8	2	Pres: Irwin Kahn, ASID. Asst: Francine Bauer.	95			5											●	Aunt Millie's Sauces, 3;600 Warren, Gorham & Lamont, 13,400 EM Industries, 10,000 Perelson & Rehmet, 5,000
Kernan Library Office Group Inc. P.O. Box 68 New Hartford, NY 12413 315/737-7373	E		4	2	Pres: John W. Kernan. VP: R.G. Kernan.	10					20	70					●				
Klaus Assoc. Architects 219 N. Main St. Pittsburgh, PA 15215 412/781-5110	A		8		Arch: J.T. Fownes, Steven G. Hawkins.	50	25	15						10					●		Westmoreland Casulty Comp., 25,000 Wm. Penn Hotel, 10,000 2 Residences, 8,000
Wilbur Edward Kline Architect 3492 Terrace Dr. Whitehall, PA 18052 215/432-8531	A		2	1	Arch/Int Des: Wilbur Kline.	5			5	90							●				Fairgrounds Hotel & Saloon, 6,000 Ambassador Rest., 8,400 Good Spirit Rest., 7,200
W.L. Koch Assoc. 15 Seymour St. Caldwell, NJ 07006 201/228-2163	C	2	2	2	Pres: Walter L. Koch. VP: Greta L. Koch.	50	15								10	25				●	IBM, 24,000 Rowg Int'l, 5,000
L-G Associates 15 Chestnut St. Nutley, NJ 07110 201/667-1089	A		10	3	Arch: William A. Godsall. Ptnr: Joe D'Urso. Ptnr/Des: Gloria Gries. Ptnr/Engr: Joe Layer.	60				10		10	20				●				Andy Dee's Rest., 3,000 Board of Education Offices, 3,500 TRW Offices, 35,000 Buick Dealer Service Center, 4,000
Naomi Leff & Assoc. Inc. 11 E. 26 St. New York, NY 10010 212/686-6300	C		4	4	Pres: Naomi Leff. Proj Mgr: Theresa de Vere.				70	25				5					●		FAO Schwartz, 10,000 Citicorp, 2,500 Determined Productions, 6,000 Helena Rubinstein, 7,000 Only Happiness Stores, 3,000
M.J. Magaluso & Assoc. 74-06 Metropolitan Ave. Middle Villiage, NY 11379 212/894-7058	A		6	5	Pres: Michael J. Magaluso, R.A. Proj Mgr: John V. Kundrat.	20		20	40				10	10				●			Beanstalk Rest., 7,000 The Garden of Eating, 4,000 R.C. Church, 20,000 42nd St. Cafe, 6,000 Sweet Nuttins, 2,000 Private Residence, 2,000
National Products Co. 113-131 N. 2 St. Philadelphia, PA 19106 215/627-5000	F		80	8	Des: Judy Spielman. Des Conslt: Ernest Nett. Sls Engr: David Lucier. Contract Conslt: Edwin Algazy.					100									●		Phila. Savings Fund, 9,100 Golden Nugget Casino/Hotel, 2,500 Millville Motor Inn, 3,445 Logan Square Nursing Home, 4,500

UNDER 100,000 SQ. FT.

CATEGORY KEY*

- Contract Designer C
- Architect Specifying Interiors A
- Contract Furnisher/ Office Furniture Dealer F
- Facility Planner (in-house) P
- Government Agency G
- Hotel/Motel/Restaurant M
- Health Care H
- Educational E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1981 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL DOLLAR VOLUME: $1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
Robert L. Nelson, Architect 3506 Raymoor Rd. Kensington, MD 20895 301/942-7980	A		3	2	Int Des: Shirley Nelson. Des: Ruth Anne Nelson. Arch: Robert L. Nelson.	90								10							Graphics Arts Union, 5,000
Office Equipment Inc. 1820 S. Main St. Harrisonburg, VA 22801 703/434-4401	F		18	1	Pres: Chas. C. Sensabaugh. Oper/Sls Mgr: C. Douglas Sensabaugh. Des/Sls: Joyce Bowman.	90					6	3			1					●	Sperry Marine Sys., 35,000 Banta Co., 10,000 Kings Daughters Hosp., 15,000 Hershey Chocolate Co., 10,000 Wayne-Tex. 20,000
O'Neil & Manion Architects P.A. 4340 East West Highway Bethesda, MD 20814 301/654-7004	A		4		Prin/Proj Arch: Sara P. O'Neil-Manion. Prin/Proj Mgr: William C. Manion. Proj Des: Isis Chirinos.	20		50					30							●	NBW Branch Bank, 2,000 NASA - Visitor's Center, 3,000 NASA - Laboratory, 3,000 NBW Operations Office, 2,000 Hillwood Museum, 8,000
Overton & Ogburn Assoc. Inc. 3001 Inwood St. P.O. Box 126 Hyattsville, MD 20781 301/927-4544	C		30	6	Pres: John A. Overton. Int Des: Denise Kanuck, Judy McCandless. Arch: Bruce Condit, Marydee McWilliam, William Klein.	5		85		10							●				Chadwick's Rest., 5,600 Business Bank of the U.S, 4,400 Northern Virginia Bank, 3,100 Perpetual American, 2,100
Padjen Architects Inc. 50 Cross St. Topsfield, MA 01983 617/887-6400	A		5	2	Pres/Arch: Oscar Padjen, AIA. VP/Arch: Elizabeth Padjen, AIA.	10		40				50									Peabody Institute Lib., 35,000 Essex Bank, 10,000 Bay Bank, 5,000 John Hancock, 30,000
Papp Associates Architects 222 Mamaroneck Ave. White Plains, NY 10605 914/949-1851	A				FAIA: Laszlo Papp. Assoc Arch: Paul Taylor.	25		25	15		35						●				

Phillips Office Products 4715 Carlisle Pke. Mechanicsburg, PA 17055 717/761-5525	F	3	60	2	Int Des: Michele A. Kuhn, Karen L. Lanzi.	50		5			5	5	35							●	Government Work, 20,000 Ralston Purina, 2,000
Pierz Assoc. 115 Garden St. Wethersfield, CT 06109 203/563-9856	A		5		Int/Env Des: Beverly Field Pierz, EDRA. Arch: Joseph F. Pierz, AIA.	10					30	10		20		30				●	Board of Ed Offices, 26,000 State of Conn. Prototype Group Home for Disabled, 4,000 ea. Additions to Monsignor Bojnowski Manor, 10,000
R.A.O. Contract Sales of NY Inc. 392 Atwood Pl. Wycoff, NJ 07481 201/652-1500	F	1	9	2	Contr Admin: Brian Bergman. Proj Mgr: Louis Peirano. Coor: Carol Ann Larken.	5					55		40								Echelon Towers, 11,000 NPS, 3,000 Nassau Co. Med Center, 4,000
Radcliff & Sipe Architects Inc. 8 S. Five Point Rd. West Chester, Pa 19380 215/696-0777	A		4	2	Pres/Arch: Richard L. Radcliff. VP/Arch: Raymond W. Sipe.	35		25	10				10	15						●	G.O. Carlson Inc., 8,500 Commonwealth Fed. Sav. & Loan, 2,500 Chaddsford West Office, 9,000
Reliable Office Products Inc. 20 W. Market St. York, PA 17401 717/846-2880	F		50	7	Proj. Mgr: E. Garrett Brinton. Branch Mgr: Robert Paulding.	50		15			15		20							●	City of York, PA, 8,000 Bowen-McLaughlin Inc., 20,000 Hershey Foods, 20,000 Rite-Aid, 15,000
George L. Riebel Architect S. Hidden Valley Ln. Ballston Lake, NY 12019 518/877-5555	A		3	2	Prin: George L. Riebel. Proj Arch: Fred Chadwick.	10			17			58		15							Paul Smith College, 15,000 Ganem Contracting Corp., 2,600 McDonalds, 4,400 Hiles Residence, 3,900
C.S. Ruttkay Assoc. Ltd. 7143 Shreve Rd. Falls Church, VA 22043 703/534-9400	C		6	3	Pres/Chief Des: Charles S. Ruttkay. Genl Mgr: Frank Stout. Arch: Peter Miller.	20			10	40				30					●		AARP, 25,000 Murry's Steaks, 3,000 OB/GYN Clinic, 4,000 New Caima Rest., 5,000 Two other Restaurants, 11,500
Harris Sanders Architects P.C. 40 Clvin Ave. Albany, NY 12206 518/489-4484	A		10		Arch: Harris Sanders. Spec Wtr: Theodore Knebel, John Gertiz.	10			10	10	40	10	20								Villa Mary Nursing Home, 42,000 Cerebral Palsy Center, 10,000
Sapienza & Lessig - Architects & Planners 420 Campbell Ave. West Haven, CT 06516 203/932-8489	A		10	3	Ptnr: William J. Sapienza, David H. Lessig. Assoc: Frederick Johnson, Wesley Goforth.	35		20	10			30	5				●				Plymouth Medical Group, 36,000 Notre Dame H.S., 16,000 Sacred Heart Academy, 11,000
Schenker & Schenker 35 Church St. Paterson, NJ 07505 201/278-7171	A		11	3	Ptnr/Arch: Sidney Schanker, Michael Schenker. Des: Phil Rabinowitz.	25			5		25	30		15					●		N. Jersey Nursing & Conv. Center, 32,000 Yavneh Academy, 16,000 Claxton Mtg. Co., 6,000 Paterson Bd. of Ed., 19,000

UNDER 100,000 SQ. FT.

CATEGORY KEY*

Contract Designer	C
Architect Specifying Interiors	A
Contract Furnisher/ Office Furniture Dealer	F
Facility Planner (in-house)	P
Government Agency	G
Hotel/Motel/Restaurant	M
Health Care	H
Educational	E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1981 PROJECTS: Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	ANNUAL DOLLAR VOLUME: $1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	CURRENT PROJECTS NUMBER OF SQ. FT.
Seligman & Latz Inc. 666 5th Ave. New York, NY 10103 212/887-9623	C	3	7 M	6	Sr VP: Richard L. Salzer. VP: James M. Chase. Asst: Cosmo Pirrone, Ramona Wengerter.	5			95												The Dayton Co., 10,000 Neiman Marcus, 3,000 Saks Fifth Avenue, 7,000
Skopos Group Ltd. 90 Washington Dr. Centerport, NY 11721 516/271-4372	H		2	2	Pres: Karl Mehlinger. Sec/Treas: Sylvia Webb.						100									●	Drs. Goldman & Mooney, 2,400 Drs. Heinlein & Miller, 1,100 Drs. Hershon & Dines, 800 Family Practice Center, 2,800
South Hills Health Systems P.O. Box 18119 Pittsburgh, PA 15236 412/664-5088	H		2 M	2	Dir Fac Plng Engr: Melvin Trkula. Admin: Faith Decgass.						100										Personal Care Facility, 30,000
Space Design Assoc. Ltd. 4606 East-West Highway, Space 250, Bethesda, MD 20014 301/657-2340	C		3	3	Pres: Walter L. Jubien, ASID. Assoc. Bill Gordon, AIA.	90				2			2	6						●	Fairchild Inds., 8,000 National Union, 40,000 Star Technology, 15,000
The Turkel Collaborative 210 East 52nd St. New York, NY 10022 212/838-1851	A		16	4	Mgr Ptnr: Norbert N. Turkel. Ptnr: Richard R. Scherer. Des Coor: Marion E. Turkel. Asst: Yvette Innocent. Conslt: Ralph Erman.	35		10	20		20		10	5					●		Pomona Sq. Rest., 12,000 Bloomingdale Offices, 18,500 J.C. Penney Offices, 15,600 P.S. 63 Staten Island, 108,000

Turner Design Inc. 120 N. Aurora St. Ithaca, NY 14850 607/272-2126	C		4	2	Pres: Alexander Turner. Dir Int Des: Peter Forlano.	50			35					15					●		Ithaca Intersystems, 20,000 Rome Electronics, 2,000 Passman Residence, 800 Lambert Jewelers, 2,500 Before & After Boutiques, 1,200
Una Architectural Studios 1 White St. New York, NY 10013 212/966-6855	A		6		Ptnr: Carmelo Crisafulli, Peter Townsend. Des: Pablo J. Maldonado. Des/Dftr: Claudia Menaldino.	35		20	20					25					●		
Barbara Straub Warnell Inc. RD 1 Box 468-4 Lincoln, DE 19960 302/422-7737 422-3021	C		1	1	Int Des: Barbara S. Warnell.	40		10	10	10		20		10						●	Crystal Garden Florist, 1,400 Geyer's Restaurant, 800 Residence, 3,300 State Library, 16,000 State Office Space, 8,000
Way Office Products Inc. 34 N. Brady St. Dubois, PA 15801 814/371-2400	F	2	20	1	Sr Des: Mary Beth Sacarnoski.	90		5	2		2	1								●	Brockway Glass, 4,500 Keystone Carbon, 2,142 Union Bank, 450
Whittaker General Medical Corp. 8741 Landmark Rd. Richmond, VA 23228 804/268-7605	P	70	2.5 M	4	Fac Engr: Lionel Kier. Des: Joyce Foster, Cheryl Estridge.	90										10					
The Williamson Design Group 247 Kings Highway E. Haddonfield, NJ 08033 609/428-6858	C		6	2	Prin: Jack Williamson. Des: Lynn Buffington.	25			40					35					●		Liebman & Plaster Atty, 4,000 Sound Odyssey, 11,200 Tobacco Village, 2,200 Jack Lang Clothes, 8,000 Harbor Medical Center, 4,000
Wolff Office Furniture 1860 Broadway New York, NY 10023 212/246-7890	F	2	55	3	Gen'l Mgr: Stephen Basford. VP: Robert Wolff. Des: Ken Smith. Des Sls: James Lonergan.	90		2	8											●	DMJM, 10,000
Workshop Design Group Ltd. 607 Kahn Dr. Pikesville, MD 21208 301/484-4525	A			2	Pres: Bobby Kaplan. VP: Bara Kaplan.	5			90	5										●	Chas Hair Salon Door Store Hyatt Men's Shop Sbarro Italian Eatery

On-The-Job Negotiating Skills Lay Groundwork For Project Success

Five steps to effective client/space planner interaction solve problems while boosting productive dialogue

by **Dr. Charlotte L.R. Schwab**

Although well-trained in esthetics, many architects and designers do not have the communication and selling skills needed to win commissions and create lasting, productive relationships with clients.

Without these skills, architects and space planners can lose commissions while dealers and manufacturers stand to miss potential sales.

Exceptional creative competence and technological know-how cannot take the place of human interaction in buying, selling, marketing, or producing products and designs. The chief element that increases profitability in sales and causes successful product delivery and service is the human element, and that requires communication expertise.

At the Schwab Institute, the Effective Communication (VECAM™) training program has been developed to train architects and designers, contract furniture sales executives, and manufacturer's representatives, with reported effective results.

The program uses an approach that covers both theory and practical application. It highlights specific skills that enable architects and designers to win more commissions. These skills include:

- Opening up and establishing a communication climate between the architect/design firm and clients.
- Building client trust and confidence.
- Creating a "team effort" climate with clients.

Five steps are followed

Communication (VECAM™) promotes interactive skills between two or more people and fosters a mutually satisfactory exchange of information. The word "mutual" is extremely important here. Never forget: both parties in any interaction have needs to fulfill. The key word to unlocking this broad spectrum



Effective client-designer interaction involves use of "I" statements, among other assertive techniques that enhance communication.

of needs is flexibility both within your own sphere and in your expectations.

An acronym standing for the words Validate, Express, Communicate, Assert, Motivate, VECAM™ involves five steps:

- Active listening.
- Non-verbal communication.
- Feeding back.
- Validating.
- Use of "I" statements.

Active listening means to use silence, hear between the lines, and pick up on "clues." The process involves showing you care, while at the same time acting somewhat emotionally detached. It is a mistake to be preparing an answer while listening. Rather, pick up on the attitude of your client and share experiences, information, and feelings which your client will relate to—by choice.

Active listening encourages clients to elaborate, be specific, and make clear what they are saying. To further enhance productive dialogue, the designer can share in the client's style of communication. For example, if a client is sports-oriented, speak sports language. Remember that you are working to establish a commonality, an identification. Show you are listening by making eye contact, sitting directly in front of the speaker, and giving facial and body cues that indicate you are listening.

Establish trust, confidence

Next step: Feed back what is said in different words to be sure you heard correctly and to let the speaker know you are paying attention. This is a very powerful skill in establishing trust and confidence because a person is inclined to trust someone who hears his message.

Another good communication tool is validation of your client's opinions, feelings, expressed needs, interests and ideas. For example, a good validating statement might be, "Yes, I agree that privacy for sales managers is important. It sounds like you've done a lot of thinking about design and productivity." Validating is a powerful skill for generating trust and a sense of belonging to the same team. You establish a bond with your client and show you think your client's needs are important.



Dr. Charlotte L.R. Schwab, formerly a professor of social psychology at the City University of New York, is president of the Schwab Institute, which specializes in personal, professional, and management development training programs that emphasize communication, negotiation, and sales.

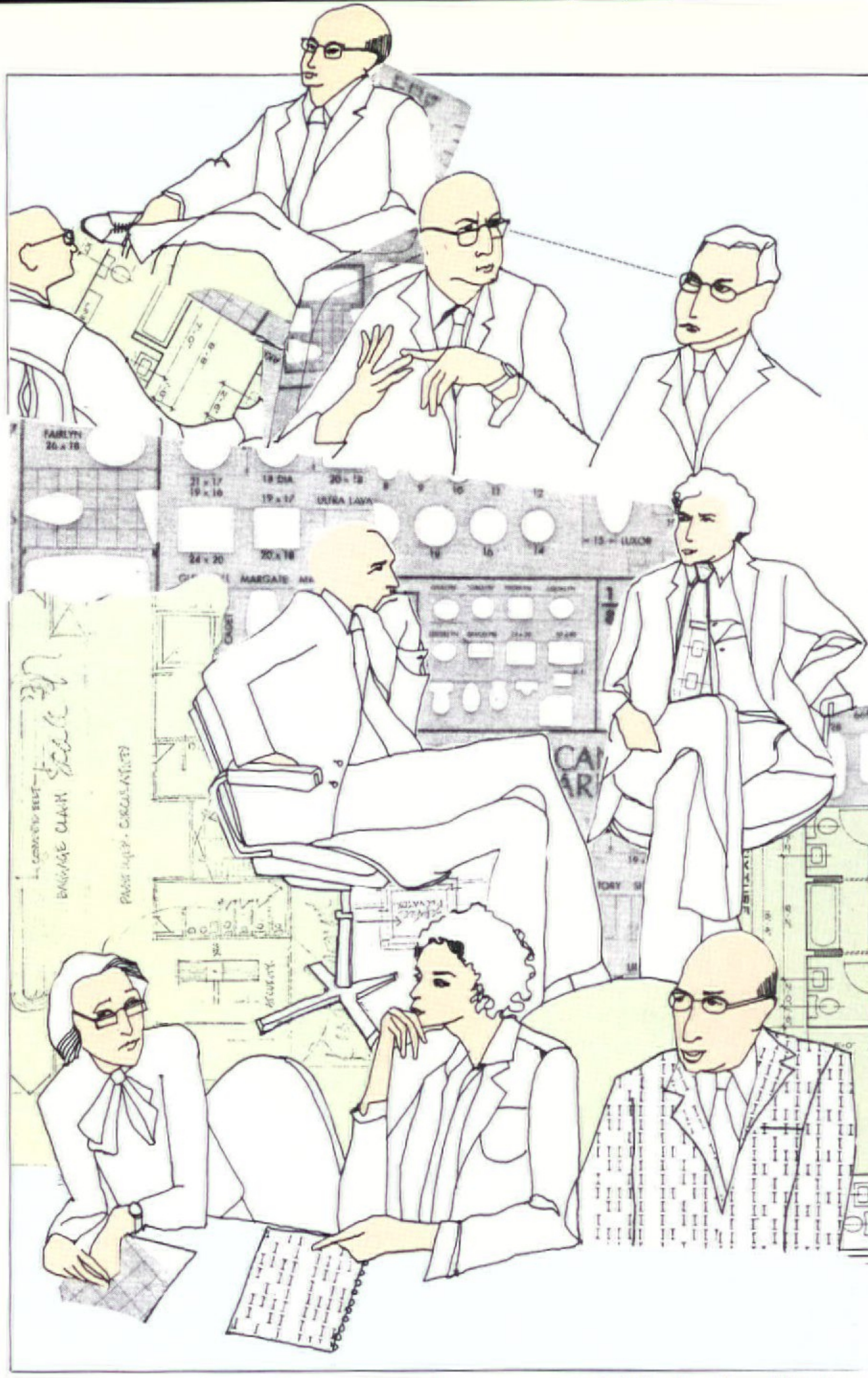


Illustration by Phyllis Lerner

Communication expertise is the chief element that increases profitability in sales and leads to successful product delivery in space planning negotiation.

Similarly, learning to be nonjudgmental and speaking in "I," as opposed to "You," statements creates a sense of mutuality and identification. "You" statements can be judgmental, create distance, and put people off. For example, "You don't need that much space" is less effective than saying, "I'd like to show you how to accomplish more with less space." Act matter-of-fact—detached, and yet emotional and committed to the client at one time. Avoid acting intense, sad, grim, or desperate.

Learn to express, assert

Express your feelings about what you are doing. The statements, "I am excited about creating a space to satisfy the privacy and productivity needs of your sales managers," expresses feelings, creates bonds and opens lines of communication.

Designers should always communicate specifics and statements of fact. It is wise to be sure you are clear on what a specific issue is.

Toward this end, the designer can assert the features of his services, the benefits, and any requests and refusals along a spectrum. Be as specific as possible, but leave your bottom line to the end of your negotiation process. For example, after validating, expressing, and communicating, as above, a designer might make assertions in this order:

- ". . .(Features) will satisfy your need for privacy and result in greater productivity by your sales managers because . . ."
- "I'd like your firm to do the job for ______firm."
- "We can have specifications to you by ______ date."

The objective of assertion is to request a commitment.

Motivate your client to accept your assertions by stating the benefits clearly. Statements such as, "I know that (this way) we will accomplish your ______ goal, and you will benefit by ______" should always use the name of the person addressed and his company name. □

Editor's Note: This is the first article in a two-part series focusing on communications skills for architects and space planners. The second part on client-designer negotiation techniques will be published in a future issue of CONTRACT.



VDT FOR EVERY 2½ WORKERS REQUIRES 24.8 MILLION FURNITURE PLATFORMS BY 1995

In the early 1940s, then-Vice President Henry Wallace startled American industry by forecasting that 60 million workers would soon be gainfully employed in the United States. That projection was not only met, but faded into obscurity as the economy expanded and the workforce grew in the '50s, '60s, and '70s to spur even greater GNP growth.

Today, projections for the growth of the white collar workforce **alone** in the mid-'90s exceed Wallace's original **total workforce** forecast by almost two million workers. In fact, 61.9 million white collar workers will be employed by 1995, as the nation continues its move toward a service-oriented economy, according to Predicasts Inc., a Cleveland-based business information and market research organization (see CONTRACT, July 1982).

Significantly for the contract industry, that forecast indicates that every 2.5 workers will be using Visual Display Terminals (VDTs) in the mid-'90s—or, an astounding 24.8 million terminals, each of which must be located on computer support furniture.

CONTRACT is accommodating both the manufacturer's and the specifier's need for details with a new, comprehensive, annual Computer Support Furniture Directory in this issue. We hope it is useful to you.—**The Editors**

Alphabetical Listing

Acme Landscape Group Inc.
513 Porter Ave.
Brooklyn, NY 11222
212/384-7800

Acoustical Screen Corp.
79 Industrial Dr.
E. Longmeadow, MA 01028
413/525-6613

Adden Furniture Inc.
26 Jackson St.
Lowell, MA 01852
617/454-7848

All-Steel Inc.
Route 31
Aurora, IL 60507
312/859-2600

Alma Desk Co.
P.O. Box 2250
High Point, NC 27261
919/885-4101

American Seating Co.
901 Broadway Ave. N.W.
Grand Rapids, MI 49504
616/456-0303

Anderson Hickey Co.
P.O. Box 80
Henderson, TX 75652
214/657-9631

Amstore
P.O. Box 6
Muskegon, MI 49443
616/722-6681

Artec
1600 Royal St.
Jasper, IN 47546
812/482-1600

Artopex Inc.
C.P. 435 St Martin
Laval, Quebec H7S 1Z9
514/332-4420

Art Steel Co., Inc.
170 W. 233 St.
Bronx, NY 10463
212/796-5000

Aspects Inc.
11615 Pendleton St.
Sun Valley, CA 91352
213/768-9000

Atelier International
595 Madison Ave.
New York, NY 10022
212/644-0400

Bevis Custom Tables, Inc.
P.O. Box 2280
Florence, AL 35630
205/766-6497

Biotec Systems
3158 Production Dr.
Fairfield, OH 45014
513/874-9498

Borroughs
3002 N. Burdick St.
Kalamazoo, MI 49007
616/342-0161

Bretford Mfg.
9715 Soreng Ave.
Schiller Park, IL 60176
312/678-2545

CHF Inds.
150 Pine St.
Grayslake, IL 60030
312/223-1900

Cardinal Corporation of Stanley Wisc.
E. Maple St.
Stanley, WI 54768
715/644-5531

Computer Accessory Corp.
3328 N. Hampton Rd.
Dallas, TX 75212
214/631-5732

Computer Roomers Inc.
1250 Majesty Rd.
Dallas, TX 75247
214/630-0280

Corry-Jamestown
844 E. Columbus Ave.
Corry, PA 16407
814/664-4611

Craftsman Office Furniture Co.
14113 S. McKinley Ave.
Los Angeles, CA 90059
213/638-6118

Cramer Inc.
625 Adams
Kansas City, KS 66105
913/621-6700

Creative Dimensions
1255 E. Lincoln Ave.
Napanee, IN 46550
219/773-2411

Croydon Furniture Systems Inc.
P.O. Box 340
Cambridge, Ontario N1R 5V4
519/621-6300

DMO Inc.
7615 Metro Blvd.
Minneapolis, MN 55435
612/835-3276

Dansanna International
8256 Mackle
Montreal, Quebec H4W 1B2
514/489-3855

Danwood
21616 87th Ave. SE
Woodinville, WA 98072
206/485-8524

Dar/Ran Furniture Ind. Inc.
P.O. Box 672
High Point, NC 27261
919/431-7153

Data-MATE, Maine Mfg. Co.
P.O. Box 408
Nashua, NH 03061
603/882-5142

Datum Filing Systems, inc.
270 Adams Blvd.
Farmingdale, NY 11735
516/293-4651

Decar Corp.
P.O. Box 188
Middleton, WI 53562
608/836-1911

Delco Associates Inc.
P.O. Box 423
Greenwich, CT 06836
203/661-5101

Dennison National
1 Water St.
Holyoke, MA 01040
413/539-9811

Desience Corp.
P.O. Box 905
Malibu, CA 90265
213/456-3097

Domore Corp.
2400 Sterling Ave.
Elkhart, IN 46515
219/293-0621

Drier Inds.
631 W. 48th St.
Holland, MI 49423
616/396-6296

Dynamic Custom Equipment Ltd.
1275 Britannia Rd. E.
Mississauga, Ontario L4W 1C7
416/678-2360

Eagle Computer Furniture Systems
6226 W. Howard St.
Niles, IL 60648
312/967-5600

Eastern Woodwork Co.
P.O. Box 232
W. Haven, CT 06516
203/935-5493

Ergo Desk
30 Rockefeller Plaza
Suite 5450
New York, NY 10112
212/977-4481

Computer Support Furniture Alphabetical

Economic Kaluste (HUJU)
409 N. Franklin
Chicago, IL 60610
312/527-0294

Eppinger
15 Very Merry Rd.
Stamford, CT 06903
203/329-1984

Est Div., Leggett & Platt Inc.
P.O. Box 25B
Grafton, WI 53024
414/377-3270

Executive Office Concepts
1705 Anderson
Compton, CA 90220
213/537-1657

Facit, Inc.
66 Field Point Rd.
Greenwich, CT 06836
203/622-9150

Flex-Y-Plan Inds., Inc.
P.O. Box 8263
Erie, PA 16505
814/838-3583

GF Business Equipment, Inc.
229 E. Dennick Ave.
Youngstown, OH 44501
216/746-7271

Garrett Tubular Products, Inc.
802 E. King St.
Garrett, IN 46738
219/357-4161

Grauduss Inc.
2045 N. Union Rd.
Dayton, OH 45426
513/854-1441

The Gunlocke Co.
11385 S. Lackawanna St.
Wayland, NY 14572
716/728-5111

Karl Gutmann Inc.
P.O. Box 1569
Cornwall, Ontario K6H 5V6
613/932-0108

HSP Computer Furniture
2429 26th St. N.
Birmingham, AL 35234
205/251-0500

F.E. Hale Mfg. Co.
P.O. Box 751
Herkimer, NY 13350
315/866-4250

Hardwood House
569 Lyell Ave.
Rochester, NY 14606
716/254-0600

Harmon, Div. of Coastcraft
P.O. Box 1464
Tacoma, WA 98401
206/383-5367

Harter Corp.
Prairie St.
Sturgis, MI 49009
616/651-3201

Haskell of Pittsburgh, Inc.
213 Haskell La.
Verona, PA 15147
800/245-0666

E.F. Hauserman Co.
5711 Grant Ave.
Cleveland, OH 44105
216/883-1400

Haworth, Inc.
One Haworth Center
Holland, MI 49423
616/392-5961

Hemisphere Steel Prods. Corp.
54 N. 11 St.
Brooklyn, NY 11211
212/388-6705

Herman Miller Inc.
Zeeland, MI 49464
616/772-3200

Hesco Inds.
P.O. Box 7
Charlestown, IN 47111
812/256-3323

The HON Co., div. HON Inds.
200 Oak St.
Muscatine, IA 52761
319/264-7100

Howe Furniture Corp.
155 E. 56 St.
New York, NY 10022
212/826-0280

Hunt Mfg. Co.
1405 Locust St.
Philadelphia, PA 19102
215/732-7700

IBM
P.O. Box 10
Princeton, NJ 08450
800/631-5582
800/352-4960 (NJ)

iil International Inc.
1500 Don Mills Rd., Suite 510
Toronto, Ontario M3B 3K4
416/447-7283

Inner Concepts, Inc.
20 W. 9 St., Suite 402
Kansas City, MO 64105
816/842-0717

Inotec Systems Inc.
P.O. Box 330
Oakmont, PA 15139
800/245-2793

Integral Biomedical Engineering Inc.
601 University Ave. Suite 261
Sacramento, CA 95825
916/920-1377

Interlink
Box 134
Berrien Springs, MI 49103
616/473-3103

Invincible Metal Furniture Co.
P.O. Box 607
Manitowoc, WI 54220
414/682-4601

JG Furniture Systems
121 Park Ave.
Quakertown, PA 18951
215/536-3353

James Metal Products Co.
2929 N. Oakley
Chicago, IL 60618
312/472-2611

Rose Johnson
1111 Godfrey S.W.
Grand Rapids, MI 49503
616/245-2103

Wilson Jones Co.
6150 Touhy Ave.
Chicago, IL 60648
312/774-7700

Kimball Office Furniture Co.
1600 Royal St.
Jasper, IN 47546
812/482-1600

Knoll International
655 Madison Ave.
New York, NY 10021
212/826-2400

Kombi Corp.
302 Legget Dr.
Kanata, Ontario K2K 1Y6
613/592-6080

Laminates Unlimited Inc.
2720 Sisson St.
Baltimore, MD 21211
301/889-5553

Lehigh-Leopold
2825 Mt. Pleasant
Burlington, IA 52601
319/753-2271

Litton Business Furniture
Cole Business Furniture
640 Whiteford Rd. Box M-26
York, PA 17405
717/854-1545

Harry Lunstead Designs
8655 S. 208 St.
Kent, WA 98031
206/872-8835

Luxor
2245 Delany Rd.
Waukegan, IL 60085
312/244-1800

Martela Oy
P.O. Box 7 SF 00381
Helsinki 38, Finland
Telex 121358

Marvel Metal Products Co.
3842 43 St.
Chicago, IL 60632
312/523-4804

Meridian Inc.
P.O. Box 239
Spring Lake, MI 49456
616/842-1852

Listing

Metalstand Co.
11200 Roosevelt Blvd.
Philadelphia, PA 19115
215/673-5300

Nightingale Interloc Ltd.
354 Wellington St. W.
Toronto, Ontario M5V 1E2
416/593-2501

Nucraft Furniture Co.
1615 Eastern S.E.
Grand Rapids, MI 49507
616/241-1605

Glen O'Brien Partition Co.
5301 E. 59 St.
Kansas City, MO 64130
816/361-2334

Office Specialty
67 Toll Rd.
Holland Landing, Ontario LOG H10
416/895-2321

Omni Products Inc.
Box 669 12th St. S.W.
Vernon, AL 35592
205/695-9173

Optimum Management Inc.
1370 Sargent Ave.
Winnipeg, Manitoba R3J 2L5
204/772-0333

The Pace Collection
11-11 34 Ave.
Long Island City, NY 11106
212/721-8201

Packard Industries Inc.
1515 US 31 N.
Niles, MI 49120
800/253-0866

Panel Concepts Inc.
3001 S. Yale
Santa Ana, CA
714/979-3680

Peter Pepper Products
17929 S. Susana Rd.
Compton, CA 90224
213/979-0815

Pleion Corp.
1402 E. Chestnut Ave.
Santa Ana, CA 92701
714/835-9101

Polychromic Designs
P.O. Box 354
Bellmore, NY 11710
516/957-3399

Precision Mfg. Inc.
2200 52 Ave. (Lachine)
Montreal, Quebec H8T 2Y6
514/631-2120

Harvey Probber, Inc.
44 Probber Ln.
Fall River, MA 02722
617/674-3591

R-Way
740 S. Commerce St.
Sheboygan, WI 53081
414/457-4833

Ram Partitions, Div. of Indal Ltd.
125 Oakdale Rd.
Downsview, Ontario M3N 1W2
416/745-2244

Reff Inc.
1000 Arrow Rd.
Weston, Ontario M9M 2Y7
416/741-5453

Risom/Marble Corp.
47 Clapboard Hill Rd.
Guilford, CT 06437
203/453-3833

Rockaway Metal Products Corp.
175 Roger Ave.
Inwood, NY 11696
516/239-1000

Romco
356 Market St.
Kenilworth, NJ 07033
201/245-3375

Rosemount Office System, Inc.
Box D - Airlake Industrial Park
Lakeville, MN 55044
612/469-4416

Royal Seating Corp.
1110 Industrial Blvd.
Cameron, TX 76520
817/697-6421

Rudd International Corp.
1066 31 St. N.W.
Washington, DC 20007
202/333-5600

Samsonite Contract Furniture
11200 E. 45 Ave.
Denver, CO 80239
303/373-6134

I. Silverman & Son, Inc.
305 E. 63 St.
New York, NY 10021
212/421-2118

Smith System Mfg. Co.
P.O. Box 43515
St. Paul, MN 55165
612/636-3560

Spec'built
105 Amor Ave.
Carlstadt, NJ 07072
201/438-1864

Steelcase, Inc.
1120 36 St.
Grand Rapids, MI 49508
616/247-2710

Stein Furniture & Fixture Co.
P.O. Box 31
Fredericksburg, TX 78624
512/997-7611

Structural Concepts Corp.
17237 Van Wagoner Rd.
Spring Lake, MI 49456
616/846-3300

Stylex, Inc.
620 Cooper St.
Delanco, NJ 08075
609/461-5600

Sunar
18 Marshall St.
Norwalk, CT 06854
203/866-3100

Superior Steel Desk
11415 168 St.
Edmonton, Alberta T5M 3S1
403/452-7830

Systems Furniture Co.
2727 Maricopa St.
Torrance, CA 90503
213/533-1212

Thompson Butcher Block Co. Ltd.
P.O. Box 1729
Kingston, NY 12401
914/338-4746

Tiffany Stand & Furniture
9666 Olive Blvd. Suite 750
St. Louis, MO 63132
314/991-1700

Trendler Metal Products
1750 S. Kilbourn
Chicago, IL 60623
312/762-3300

Trendway Corp.
P.O. Box 1110
Holland, MI 49423
616/399-3900

Twin Tables Inc.
P.O. Box 606
Conway, AR 72032
501/327-1391

Universal Building Systems, Inc.
345 Phelan Ave.
San Jose, CA 95112
408/998-2477

Viking Metal Cabinet Co. Inc.
5321 W 65 St.
Chicago, IL 60638
312/594-1111

Virco Mfg. Corp.
1331 W. Torrance Blvd.
Torrance, CA 90501
213/532-3570

Vogel-Peterson Co.
Rt. 83 & Madison St.
Elmhurst, IL 60126
312/279-7123

Watson Furniture Systems
12715 Miller Rd. N.E.
Bainbridge Island, WA 98110
206/842-6601

Westinghouse ASD
4300 36 St. S.E.
Grand Rapids, MI 49508
616/949-1050

Wright Line Inc.
160 Gold Star Blvd.
Worcester, MA 01606
617/852-4300

1982 COMPUTER SUPPORT FURNITURE

Company Name	Freestanding/system	Panel Hung/components	Articulated Platform & Keyboard (e=electric, m=mechanical, p=pneumatic)	Platform, Workstation: Vertical adjustment range (inches) m=motorized	Modesty Panels	CRT/VDT Stand: swivel (degrees)	CRT/VDT Stand: tilt (degrees)	CRT/VDT Stand: Forward/backward Adjustment (inches)	Keyboard Surface: Forward/backward adjustment (inches)	Component material: wood/metal=w/m, laminate=l, metal=m, plastic=p, wood=w, other=o	Workstations: ganged	Workstations: angled (degrees)	Workstations: height (inches)	Workstations: can raise/lower
Acme Landscape Group Inc.	●	●		varies	●	190°				l	●	45-60°	26-30"	●
Acoustical Screens Corp.	●	●	m		●				6"	w/m,w,l,m	●	30, 60, 90°	29"	
Adden Furniture Inc.	●				●					w	●	45, 90°	26"	
All-Steel Inc.	●	●	m	26-29"	●	353°			9½"	m	●	●	26-29"	●
Alma Desk Co.	●	●		1" increments	●	90°			9"	w,l	●	45°	26-29"	●
American Seating Co.	●	●	m	varies	●	360°	●	●	●	w/m,l,m,w,o	●			●
Amstore	●	●		6"	●		10°			w,l,m	●		26-32"	●
Anderson Hickey Co.	●				●	180°				m			26½"	
Artec	●	●		varies	●	360°			18"	w/m	●	120, 135°	26, 29"	●
Artopex Inc.	●	●		varies	●	●				l	●	90, 120°	26, 29"	●
Art Steel Co. Inc.	●				●	360°				m	●	45, 60°		
Aspects Inc.	●	●			●	360°				l	●		29"	●
Atelier Int'l	●				●					w,l			30"	
Bevis Custom Tables Inc.	●			21-30"	●					l	●		26"	
BIOTEC Systems	●		m	24-32"	●	360°	15°	9"	●	w,m	●	90, 120°	29"	
Borroughs	●		m	11"	●	120°				w,l	●	90°, 145°	24-35"	●
Bretford Manufacturing	●				●	360°				w,m	●		26"	
CHF Industries	●			27-33"	●	359°				l	●	15-30°	27-30"	
Cardinal Corp. of Stanley, WI	●		m	varies	●	360°				l	●		26-38"	
Computer Accessory Corp.	●	●	m	8"	●	220°				w/m,l	●	26-28°		●
Computer Roomers Inc.	●		m		●	360°	9°			l,o	●	●	26, 29"	
Corry Jamestown	●		e	10",m	●		17°		5"	w/m	●	90° 120°	29"	●
Craftsman Office Furniture Co.	●				●					w	●	●	27"	
Cramer Inc.	●				●					w/m	●	120°	26"-41"	
Creative Dimensions	●				●					l	●		26-29"	
Croydon Furniture Systems Inc.	●	●	m	●	●		●		●	w,l	●		29"	●
DMU Inc.	●	●		varies	●	360°	●	●	●	p,l,m,w,o	●	●	26-29"	●

DIRECTORY

Power Mgmt.				Work surfaces (inches)			Printout	Security Cabinets		Tape/Floppy Disc storage	Footrest		Drawer, Storage Pedestals	Task Lighting			Copy holders		Base legs	
Raceways	surface level, power	floor level power	ceiling level power	side extension	return capability	total dimension	(readout, modular basket)	part of system	optional	i=integral to system fs= freestanding	built in	optional	f=fixed m=mobile	optional	integral	freestanding	built in	accessory	cantilevered	other
•		•		36x20", 40x20"	36x20" 40x20"	36-60" w 20-30" d							f	•	•			•	•	
•		•			30x20" to 60x30"	30x36" to 30x84"	•			fs			f,m	•	•	•		•	•	
						30x36" to 30x72"	•						f							
•	•	•	•	varies	varies	varies	•						f	•		•		•	•	panel
•	•	•		18x30", to 30x50"	24x40" 24x50"	30x66" to 36x72"	•	•					f	•		•				•
•	•	•	•	varies	varies	varies	•	•		i			f,m	•	•			•	•	varies
•		•		varies	varies	30x60"	•			i			f						•	
					30x36" to 30x60"		•	•					f						•	
•		•	•	20,26,32"	20-32"	varies		•					f	•		•		•		panel
•					20x36" 20x48"	varies	•	•		fs			m	•		•		•	•	panel
•					varies	varies	•	•		i			f,m							•
•	•	•	•	24-48"	24-48"	varies	•	•					f,m	•	•			•	•	•
		•		varies	18x47"	varies		•					f,m	•		•		•		panel
•					varies	24x30" 30x60"	•						f						•	panel
	•			varies	40-60"	varies	•	•				•	f,m	•		•		•	•	
•	•			24x30" to 60x30"	30x60"	30x30"	•		•	fs		•	m					•		•
	•			48x30" to 60x30"		48x30" to 60x30"	•		•				f						•	
				varies	varies	24x30" to 30x60"	•			i			f				•		•	•
	•			varies	varies	varies	•	•		fs		•	f,m	•	•			•	•	panel
•	•	•			varies	48-60" w 24-30" d	•			i,fs			f,m	•	•			•		panel
•	•	•	•	12x24" to 12x36"	varies	24x24" to 72x30"	•	•		i			f,m	•	•			•	•	panel
		•		varies	varies	30x48" to 36x60"	•			fs		•	f,m					•		•
					varies	varies				i		•	f	•		•				panel
•	•				20x40" 20x30"	30x20" to 96x42"	•						•					•	•	
				varies	varies	26x66" to 36x72"		•		fs			m							panel
•		•	•		18x30" to 24x60"	30x30"		•		f,s			f	•	•			•	•	
•		•	•		varies	varies	•		•	fs		•	f,m	•				•		panel

Editor's note: In some cases, a dot (•) signifies that the item/feature is available; details were not supplied by the manufacturer.

1982 COMPUTER SUPPORT FURNITURE

Company Name	Freestanding/system	Panel Hung/components	Articulated Platform & Keyboard (e=electric, m=mechanical, p=pneumatic)	Platform, Workstation: Vertical adjustment range (inches) m=motorized	Modesty Panels	CRT/VDT Stand: swivel (degrees)	CRT/VDT Stand: tilt (degrees)	CRT/VDT Stand: Forward/backward Adjustment (inches)	Keyboard Surface: Forward/backward adjustment (inches)	Component material (wood/metal=w/m, laminate=l, metal=m, plastic=p, wood=w, other=o)	Workstations: ganged	Workstations: angled (degrees)	Workstations: height (inches)	Workstations: can raise/lower
Dansanna Intl.	•		m	26-29"	•	•	•	•	•	w/m	•	14°	26-	
Danwood	•	•		6"	•	360°	5°			l,w	•	90-120°	29"	•
Dar/Ran Furniture Ind. Inc.	•		m	1"	•					w	•	120°	26-29"	
Data-MATE, Maine Mfg. Co.	•		e	m, 6-10"	•	360°	10°			m	•	30-90°	27-30"	
DATUM Filing Systems Inc.	•				•	360°				w/m	•	•	26"	
Decar Corp.	•		m		•	360°	•	•	•	l,m	•	30-90°	27, 29°	
Delco Associates Inc.	•				•					l,m	•	110°	30"	
Dennison National	•		m	10"	•	355°	10°		6"	w/m	•	90-120°	26-29"	•
Desience Corp.	•			26-30"	•	359°				l,m	•	45, 90°	26-30"	•
Domore Corp.		•	m	on 1¼" centers	•	360°	7°			w/m	•	45, 90°	varies	•
Drier Industries	•	•		varies	•	360°	15°	7"	10"	l,m	•	90-180°	29-30"	•
Dynamic Custom Equipment Ltd.	•		m		•	360°	15°	3"	3"	w/m	•		26, 29"	•
Eagle Computer Furniture Systems	•				•	180°	30°			w/m	•	90-120°	29"	
Eastern Woodwork Co.	•				•	•	•	•		l,p,w	•	•		•
Economic Kaluste (HUJU)	•		m	•	•		•			l,m	•	45, 60, 90°	28"	
Eppinger	•		m	20-29"	•	360°	20°		16"	w	•	90°	29"	•
Ergo Desk	•		m	m,6"		360°	•		•	w/m			26-32"	•
Executive Office Concepts	•	•		24-36"	•	360°				w	•	45°		•
FACIT Inc.	•		e, m, p	m, 24-39"		360°	15°		9"	w/m	•	45, 90°	26-30"	•
Flex-Y-Plan Industries Inc.		•		25-35"						l	•		25-35"	•
GF Business Equipment Inc.	•	•	m	10"	•	•	10°		•	m	•		26-29"	•
Garrett Tubular Products Inc.	•		m	25-29"	•					w/m	•	30°	29, 36"	
Grauduss Inc.	•				•					w/m	•		28°	
The Gunlocke Co.		•		varies	•	310°				w	•	120, 135°	29, 26"	•
Karl Gutmann Inc.	•		e,m,p	m,24-32"	•	360°	15°	•	4"	w/m,l,o	•	30-90°	27, 30"	•
HSP Computer Furniture	•		m	6"	•	360°	20°			l,m	•	60°	26"	
F.E. Hale Mfg. Co.	•									w	•			
Hardwood House	•	•	m						•	w/m,w	•		26, 29"	

DIRECTORY

	Power Mgmt.				Work surfaces (inches)			Printout	Security Cabinets		Tape/Floppy Disc storage	Footrest		Drawer, Storage Pedestals	Task Lighting			Copy holders		Base legs	
	Raceways	surface level, power	floor level power	ceiling level power	side extension	return capability	total dimension	(readout, modular basket)	part of system	optional	i=integral to system fs=freestanding	built in	optional	f=fixed m=mobile	optional	integral	freestanding	built in	accessory	cantilevered	other
						●		●			●			●					●	●	
	●	●	●	●	30x36" to 20x72"	20x36" to 20x72"	30x36"	●	●					f	●				●		panel
	●					34x24"	varies	●		●	fs	●		m				●		●	●
		●	●		2-5'	2-5'	varies	●		●	i			f					●	●	
					varies	varies	varies	●	●					●						●	
	●	●	●			18x36" to 24x60"	varies							m	●	●	●				●
						24x26"	30x77"							f							
	●					24x36"	24x30"	●	●		fs			f,m	●		●		●	●	
	●				varies	varies	varies	●	●		i,fs			f					●		panel
	●		●	●	30x24" 30x30"	30x24" 30x30"	varies		●		i			f,m	●		●			●	
	●		●			varies	varies	●					●	f,m	●		●		●	●	
	●					varies	varies	●						f	●		●			●	●
							varies	●	●		i,fs			f,m						●	
					varies	varies	varies	●	●		i,fs		●	f,m				●	●		
					45x30cm, 60x45cm	varies	varies	●		●	fs	●		m	●		●		●		●
	●		●	●	varies	varies	varies	●				●		f	●	●					●
							varies														pedestal
	●		●		18",24",30"	36-72"	varies	●	●		i,fs			f,m					●		panel
	●				31x25x31"	varies	varies	●	●					f,m	●		●		●		
	●				varies	varies	varies	●			i			f,m	●	●			●		panel
	●		●	●	varies	19-36"	varies	●	●		i,fs			f	●	●			●	●	●
		●			24-40"	18-40"	varies	●			i			f							box
						varies	30x60"	●			i			m						●	panel
	●		●			varies	varies	●	●					f,m		●				●	panel
	●				17x30"	varies	varies	●	●		fs		●	f,m					●	●	
					12-15"	to 60"	22x18"	●				●		f				●		●	
									●		fs										
	●	●	●			48x26¼" to 60x26¼"	varies		●					f,m	●	●				●	

Editor's note: In some cases, a dot (●) signifies that the item/feature is available; details were not supplied by the manufacturer.

1982 COMPUTER SUPPORT FURNITURE

Company Name	Freestanding/system	Panel Hung/components	Articulated Platform & Keyboard (e=electric, m=mechanical, p=pneumatic)	Platform, Workstation: Vertical adjustment range (inches) m=motorized	Modesty Panels	CRT/VDT Stand: swivel (degrees)	CRT/VDT Stand: tilt (degrees)	CRT/VDT Stand: Forward/backward Adjustment (inches)	Keyboard Surface: Forward/backward adjustment (inches)	Component material (wood/metal=w/m, laminate=l, metal=m, plastic=p, wood=w, other=o)	Workstations: ganged	Workstations: angled (degrees)	Workstations: height (inches)	Workstations: can raise/lower	
Harmon, Div. Coastcraft	●	●	m	varies	●	360°				p,w		●		●	
Harter Corp.		●								l	●			●	
Haskell of Pittsburgh Inc.	●		e,m	8"	●	360°	20°		5½"	m	●	360°	26, 29"		
E.F. Hauserman Co.		●	m		●	180°			10"	l,m	●	90, 120°	27-30"	●	
Haworth Inc.	●	●	m	6"	●	355°			16"	w/m,l	●	90, 120°		●	
Hemisphere Steel Products Corp.	●	●		to 2"	●					w/m	●	●			
Herman Miller Inc.	●	●	m	5"	●	343°	10°	●	●	w/m,w,l,m,p	●	●	25-30"	●	
Hesco Inc.	●				●					w			29"		
The HON Co., div. HON Inds.	●	●	e,m	2"	●		15°		3"	l,m	●	90,	26½"		
Howe Furniture Corp.	●		m	25-30"				8"		w/m	●	90, 120°	26, 28"		
Hunt Mfg. Co., Lit-ning Prod. Div.	●				●					w/m	●		26½, 29"	●	
IBM	●		m	4", 6"	●	●	30°		6"	w/m,l,o		●	26-30", 32"	●	
iil Intl. Inc.		●	m	3"	●					w	●	45°	26, 29"	●	
Inner Concepts Inc.	●			varies	●					w,l	●		26, 28"		
Inotec Systems Inc.	●		e,m	m,8"	●	360°	10°		5½"	m	●	360°	26½ 29"		
Integral Biomedical Engr. Inc.	●		m			360°				w			26"		
Interlink	●		m							l	●		26"		
Invincible Metal Furniture	●			4"	●					w/m,l			26", 29"	●	
JG Furniture Systems	●	●	e,m,p	m,8"	●	360°	5°	6"	6"	w/m	●	120°	26-29"	●	
James Metal Products Co.	●		e	m,6"	●	360°	15°	4"	4"	w/m,l	●	120°	24-30", 38"	●	
Rose Johnson		●								w	●	●	26"	●	
Wilson Jones Co.	●			3"	●					w/m	●	60°, 90°	26, 29"		
Kimball Office Furniture Co.	●				●				10¾"	w	●		26", 29"		
Knoll Intl.	●	●	m,p	5"	●	360°	25°		4"	w/m	●	●	26-28"	●	
Kombi Corp.	●				●					l	●	90-180°	26-29"	●	
Laminates Unlimited Inc.	●				●	358°				l	●	90, 120°	26, 29"		

DIRECTORY

Power Mgmt.				Work surfaces (inches)			Printout	Security Cabinets		Tape/Floppy Disc storage	Footrest		Drawer, Storage Pedestals	Task Lighting			Copy holders		Base legs	
Raceways	surface level, power	floor level power	ceiling level power	side extension	return capability	total dimension	(readout, modular basket)	part of system	optional	i=integral to system fs= freestanding	built in	optional	f=fixed m=mobile	optional	integral	freestanding	built in	accessory	cantilevered	other
●				20x42" 20x60"			●	●		fs			f,m	●		●			●	c form
●				varies	varies	varies		●					f	●		●			●	
●		●		15x30"	●	varies	●	●		fs	●		f,m						●	
●		●		●	24,30"	varies	●						f	●		●		●	●	
●		●	●	●	●	varies	●	●					f,m	●		●		●		panel
				●	●		●		●				f					●		
●	●	●	●	24 or 30" triangle or square		48x24" to 72x36"	●	●		i		●	m	●		●		●	●	●
●	●				30x62"	31x24¼"			●	i					●					●
●	●				20x40"	30x36" to 30x60"	●			i			m						●	
●	●	●			varies	varies	●	●					m	●		●				t-legs
				varies	varies	varies	●	●										●	●	
				31½x25¾", 31½x24"	varies	31½x25¾" to 31½x55"	●	●		i,fs		●	f,m					●	●	
●		●		varies	varies	varies	●	●		i		●	m	●	●	●	●		●	
				30 or 42"	30 or 42"	36x30"- 60x30"	●		●				f,m	●	●			●		●
●		●		15x30"	varies	varies	●	●		fs		●	f,m						●	
		●				48x26"	●													●
		●				46x26"													●	
	●					varies	●											●	●	
●	●	●	●	varies	varies	varies	●	●					f,m	●	●			●		panel
●				24x30" to 30x42"	24x30" to 30x42"	24x30" to 30x60"	●	●		fs			f,m						●	
●					varies	varies	●						●	●		●		●		●
					varies	36,48,60"	●						f					●	●	
	●				varies	varies	●	●					f	●	●			●		panel
●	●	●	●	varies	varies	varies	●	●					●	●	●	●				●
	●	●		58x27"	58x27"	58x27"	●			fs			m		●			●		●
●				24x30" to 24x60"	24x30" to 24x60"	24x24" to 30x72"	●						m	●	●					

Editor's note: In some cases, a dot (●) signifies that the item/feature is available; details were not supplied by the manufacturer.

1982 COMPUTER SUPPORT FURNITURE

Company Name	Freestanding/system	Panel Hung/components	Articulated Platform & Keyboard (e=electric, m=mechanical, p=pneumatic)	Platform, Workstation: Vertical adjustment range (inches) m=motorized	Modesty Panels	CRT/VDT Stand: swivel (degrees)	CRT/VDT Stand: tilt (degrees)	CRT/VDT Stand: Forward/backward Adjustment (inches)	Keyboard Surface: Forward/backward adjustment (inches)	Component material (wood/metal=w/m, laminate=l, metal=m, plastic=p, wood=w, other=o)	Workstations: ganged	Workstations: angled (degrees)	Workstations: height (inches)	Workstations: can raise/lower
Lehigh-Leopold	●	●			●	355°	10°		7"	w	●	90°	26" 29"	
Litton Business Furniture	●	●			●	358°	10°		5"	w/m	●	45-90°	26-29"	
Harry Lunstead Designs	●	●		26-29"	●	360°			4"	w	●	30-45°	26-29"	●
Luxor	●				●					w/m,m	●		27", 29"	
Marvel Metal Products Co.	●		m	12° tilt	●	360°	12°	5"	3"	l,m	●		27-29"	
Martela Oy		●	m	●	●					l,m	●	●	●	●
Meridian Inc.	●	●	m	3"	●	355°				m	●	90-120°	26-29"	
Metalstand Co.	●			varies	●	360°				l,m	●	120°		
Nightingale Interloc Ltd.	●	●	m	8"	●	355°				w/m,l	●	90, 120°		●
Nucraft Furniture Co.	●				●					w			26½"	
Glen O'Brien Partition Co.	●									w/m	●	120°		
Office Specialty	●			3"	●					w/m	●	90°, 120°	26½"	●
Omni Products Inc.	●		e,m	9",m	●	359°	45°			l	●	45, 90, 120°	26-29"	●
Optimum Management Inc.	●		e	m,25-34"	●		15°		6"	w/m,l	●	60-120°	27-29"	●
The Pace Collection Inc.	●	●	m	varies	●		●	●	●	w/m,l	●	45-90°		
Packard Industries Inc.	●	●			●	340°		10"		l,m,o	●		●	●
Panel Concepts Inc.	●	●	m		●	355°				w,l	●	120°	26-30"	
Peter Pepper Products	●				●					w/m,l		135°	29"	
Pleion Corp.	●	●	m	25-30"	●	359°	15°			l,m	●	120, 135°	29"	
Polychromic Designs	●	●		36"	●					l,p	●	180°	26-29"	●
Precision Mfg. Inc.	●	●	m	VDU 20% Keyboard 1½"		360°	20°	4"		w/m,l	●	120°	29"	●
Harvey Probber Inc.	●		m	3"	●	180°			varies	w/m,l	●	45, 90°	29"	●
RAM Partitions, Div. Indal Ltd.	●	●			●	180°				l	●		25"	●
Reff Inc.		●		varies	●	280°				w	●		26-30"	●
Risom Marble Corp.	●				●					w			29"	
Rockaway Metal Products Corp.	●	●	e	6"	●					m	●	120°	26-29"	●
Romco	●				●					m,l	●	90°, 120°	26-29"	

DIRECTORY

Power Mgmt.				Work surfaces (inches)			Printout	Security Cabinets		Tape/Floppy Disc storage	Footrest		Drawer, Storage Pedestals	Task Lighting			Copy holders		Base legs	
Raceways	surface level, power	floor level power	ceiling level power	side extension	return capability	total dimension	(readout, modular basket)	part of system	optional	i=integral to system fs=freestanding	built in	optional	f=fixed m=mobile	optional	integral	freestanding	built in	accessory	cantilevered	other
●		●	●		varies	varies	●	●					f		●			●		
●	●	●		●	●	varies	●						f,m	●		●		●	●	
●	●	●		varies	varies	varies	●			i			f		●			●		
●	●				18x27"	30x30" to 30x60"	●	●		fs									●	
	●				40x24"	varies	●	●		fs			f,m						●	
●				varies	varies	varies			●				m		●					●
					varies	varies	●					●	f,m							●
●		●	●		varies	varies	●		●				f	●		●				panel
●		●		varies	varies	48x48" 36x36"		●		i,fs			f	●	●				●	●
		●			varies	20x30"				●	●		f							panel
								●					f							
				36x30" 30x24"	36x30" 30x24"	30x36" to 30x60"	●						m						●	
●	●		●		30x30" to 30x60"	30x24" to 60x30"	●			i			f,m	●		●				●
●					varies	30x48" 30x60"	●			fs			f,m					●		h-leg
	●			varies	varies	varies	●	●		fs		●	f					●	●	
●	●	●	●	18x30", 18x48"	varies	varies	●	●		i			f,m	●		●		●	●	
	●	●			36-72"	varies	●	●					f	●		●				●
					24-48"	varies														
●	●	●	●	24"	varies	varies	●						f	●		●		●		c-leg
●					24x30" to 30x36"	24x60", 30x60"	●						f	●	●					●
●	●	●	●	varies	varies	varies	●						f	●		●		●	●	
●	●		●	48,60,72"	48,60,72"	varies	●	●		i			m	●	●			●		panel
●				24-60"	24-60"	30x30" to 36x36"	●						f,m	●		●			●	●
●					varies	varies	●						f	●		●				screen
						42x20"		●					●							wood
●		●	●	varies	varies	varies	●	●					f	●		●			●	
					30x30" to 30x60°	20x36" to 30x60"	●	●					f,m							●

Editor's note: In some cases, a dot (●) signifies that the item/feature is available; details were not supplied by the manufacturer.

1982 COMPUTER SUPPORT FURNITURE

Company Name	Freestanding/system	Panel Hung/components	Articulated Platform & Keyboard (e=electric, m=mechanical, p=pneumatic)	Platform, Workstation: Vertical adjustment range (inches) m=motorized	Modesty Panels	CRT/VDT Stand: swivel (degrees)	CRT/VDT Stand: tilt (degrees)	CRT/VDT Stand: Forward/backward Adjustment (inches)	Keyboard Surface: Forward/backward adjustment (inches)	Component material (wood/metal=w/m, laminate=l, metal=m, plastic=p, wood=w, other=o)	Workstations: ganged	Workstations: angled (degrees)	Workstations: height (inches)	Workstations: can raise/lower
Rosemount Office Systems Inc.		●		1" increments	●					l	●	90°	26", 29"	●
Royal Seating Corp.	●			5"	●					w/m	●	120°	24-30"	●
Rudd Intl Corp.	●				●					w	●	60°	28"	
R-Way	●				●					w,l		●	varies	
Samsonite Contract Furniture	●				●					w,l			27, 40½"	
I. Silverman & Son, Inc.	●	●	e,m,p	varies,m	●	360°	●	●	●	w	●	●	26-31"	●
Smith System Mfg. Co.	●		m,p	varies	●	●	●			m	●	●	varies	●
Spec'Built	●	●	e,m,p	varies,m	●	●	●	●	varies	w/m,w,l,p	●	●	varies	●
Steelcase Inc.	●	●	m	10"	●		7°		7½"	m	●	90, 120, 135°	26¼-29¾"	●
Stein Furniture & Fixture Co.	●				●					w,o	●	●	●	
Structural Concepts Corp.	●	●	e,m	m,6"	●	360°	20°	8"		w/m	●	●	●	●
Stylex Inc.	●				●					m			26"	
Sunar	●	●		5"	●	180° 360°		10"		w/m	●	90°-135°	26-31"	●
Superior Steel Desk	●		m	3o	●	350°	15°			l,m	●	90°, 120°	26½	●
Systems Furniture Co.	●		m	10"		359°		9"	6"	w/m,m,p	●	●	26"	●
Thompson Butcher Block Co. Ltd.	●	●		●	●		●	●	●	w	●	●	●	●
Tiffany Stand & Furniture	●			10"	●	360°	10°			w/m	●	90°-120°	26, 29"	
Trendler Metal Products	●			12"		45°-360°				m				
Trendway	●	●	m	4-5"	●	90°	20°			w/m,l	●	●		●
Twin Tables Inc.	●				●					w/m,l			26"	
Universal Building Systems Inc.	●	●	m	3"	●		15°	6"		w/l	●	45°	29"	●
Viking Metal Cabinet Co. Inc.	●			●,m	●	360°	●	●	●	w/m,l,p	●	●	varies	
Virco Mfg. Corp.	●				●	355°				m	●	60°, 90°	30"	
Vogel-Peterson Co.	●		m	●					6"	w/m			24, 35"	●
Watson Furniture Systems	●	●	m	16"	●		412°	12"	5"	w/m	●	90°, 120° 180°	26" 29"	●
Westinghouse ASD	●	●	m		●	360°	15°		●	w/m,p	●	90°, 120°	29"	
Wright Line Inc.	●	●	m	9"		360°	7°	3"	3"	l,m	●		25, 39"	●

DIRECTORY

Power Mgmt.				Work surfaces (inches)			Printout	Security Cabinets		Tape/Floppy Disc storage	Footrest		Drawer, Storage Pedestals	Task Lighting			Copy holders		Base legs	
Raceways	surface level, power	floor level power	ceiling level power	side extension	return capability	total dimension	(readout, modular basket)	part of system	optional	i=integral to system fs= freestanding	built in	optional	f=fixed m=mobile	optional	integral	freestanding	built in	accessory	cantilevered	other
•		•			D18-30" W36-72"	D18-30" W36-72"		•					f,m		•			•	•	•
						24x30" to 60x30"	•						m							•
				varies	varies	varies							•							recessed
						varies			•				m							panel
						30x24" to 60x30"	•			•			•				•			panel
•	•	•	•	varies	varies	varies	•			i,fs		•	f,m	•	•	•	•	•	•	•
				varies		varies	•	•		fs	•	•	f,m				•	•	•	
•	•	•	•	varies	varies	varies	•	•		i,fs	•	•	f,m	•	•	•		•		•
•	•	•	•	varies	20x30" to 30x70"	varies	•			i			f,m	•	•			•	•	panel
•		•			varies	varies			•				f,m	•	•					panel
•				varies	varies	varies	•	•				•	f,m	•		•		•	•	
					40x24"								f							•
•	•	•	•	20 to 36"	20 to 96"	20 to 96" by 20 to 36"	•	•				•	f,m	•	•	•				•
•			•	30x25" to 48x30"	48x20" to 60x25"	30x25" to 48x30"	•			i		•	m	•		•		•	•	
•		•	•	varies	varies	varies		•		fs			m	•	•			•	•	•
				varies	varies	varies				fs		•	f	•		•		•		•
•				varies	24x48"	24x48"	•	•		i			f					•	•	
					varies							•								
•		•					•	•				•	m	•	•			•	•	
						24x30" to 24x48"							f						•	
•				varies	36-60"	43x43x26"	•						f	•						panel
				varies	varies	varies	•		•	i,fs	•	•	f,m				•	•		•
		•		30x36" 30x48"	24x36", 24x48"	30x48" to 30x72"	•	•		i			f					•	•	
						29x30"		•											•	
•	•			20x20", 17x28¾"	varies	varies	•			i,fs		•	m	•	•			•	•	
•		•			varies	varies	•			fs			f	•		•		•	•	panel
•	•	•		36x30", 36x36"		34x31"	•	•		fs		•	m					•	•	

Editor's note: In some cases, a dot (•) signifies that the item/feature is available; details were not supplied by the manufacturer.

COMPUTER SUPPORT FURNITURE

Knoll—CRT stand designed by Bill Stephens consists of two separate surface supports—a CRT screen and keyboard. Stand is affixed to a five-star base and is available in 10 finishes and two styles. **Circle No. 267.**

Bretford—Printer stand has mounting brackets for front to back adjusting and extension brackets that slide onto mounting brackets for extra width. Printer can be bolted directly to brackets or adjustable cups may be used to secure computer feet. Constructed of solid steel with baked enamel finish in black or beige with wood accents. Also equipped with adjustable glides which may be converted to casters.
Circle No. 271.

Marvel Metal Products—Multi-Mode turntable includes three modes of adjustability independent of each other. Rotates a full 360 degrees, has front to back movement, and can be tilted to a maximum angle of 12 degrees. Turntable features a 16- by 19-in. top with non-skid pad under the unit for stability when rotating CRT.
Circle No. 266.

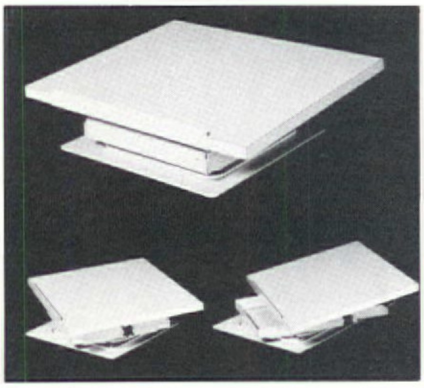
JG Furniture—Terminal sharing can be accomplished by JG's pass-thru turntable work surface. Sharing lowers cost and improves utilization. Available with square or radius detailing in several veneers. Custom design requirements can be accommodated. **Circle No. 269.**

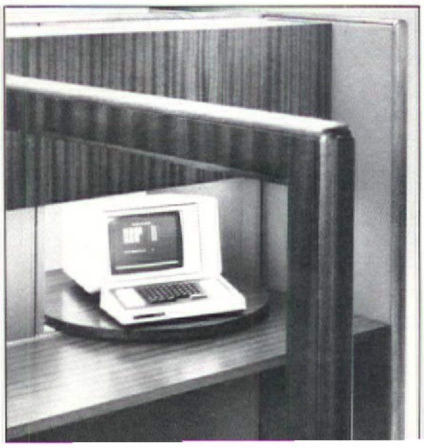
Optimum Mgmt.—AES workstation is completely flexible. Table tops are available with cut-outs for computer components. Includes continuous form feeder shelf and mounting cable tray for under table. **Circle No. 301.**

Watson Furniture—Completely adjustable up, down, forward, and backward to computer requirements and operator comfort. Surface tilts and legs can be equipped with casters or glides.
Circle No. 300.


Knoll


Bretford


Marvel Metal

JG



Optimum Mgmt.

Economic Kaluste—Termi terminal table from Finland has an abundance of add-on and adjustment options. Keyboard surface is adjustable in 2 cm increments from 60 to 72 cm. Base of steel tubing incorporates a footrest which can be set horizontally or up to a 10-degree inclination. **Circle No. 362.**

Datum—Workstation offers flexibility for electronic offices with its variety of configurations. Available in either desk or machine heights. Wide selection of finishes. Custom requests can be accommodated. **Circle No. 279.**

Tiffany Stand & Furniture—Workstation consists of overhead, pullout, and optional hang-on accessories. Pull-out storage provides an enclosed and lockable compartment. Accessories include racks for computer printouts, floppy discs, and small printers.
Circle No. 270.

iil Int'l—Managerial information processing center features built-in rotating video display devices operated from a remote input station. Ventilation, lighting and electronic requirements are accommodated within the station furniture. **Circle No. 365.**

GF Business Equipment—An addition to company's existing system is a work surface with lockable pullout keyboard drawer. Drawer option can be affixed to any GF standard open plan system work surface. Locking ability restricts unauthorized access to equipment. Includes an adjustable wrist rest. **Circle No. 265.**

Executive furniture conceals, diminishes look of CRTs



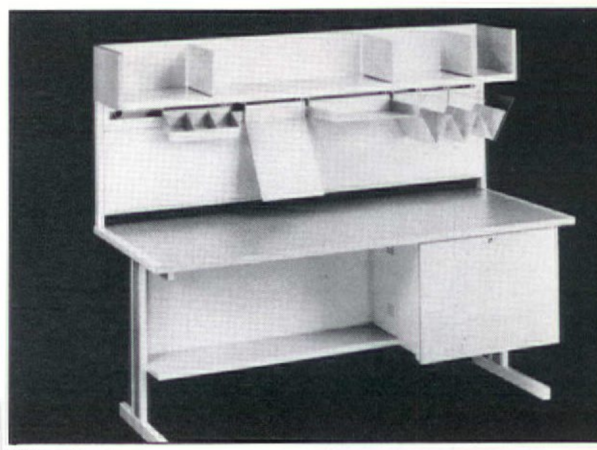
Watson



Economic Kaluste



Datum



Tiffany Stand

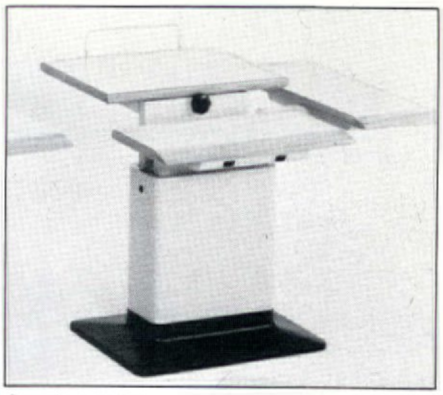
iil Int'l.





GF

Carousels permit CRT sharing



Corry Jamestown

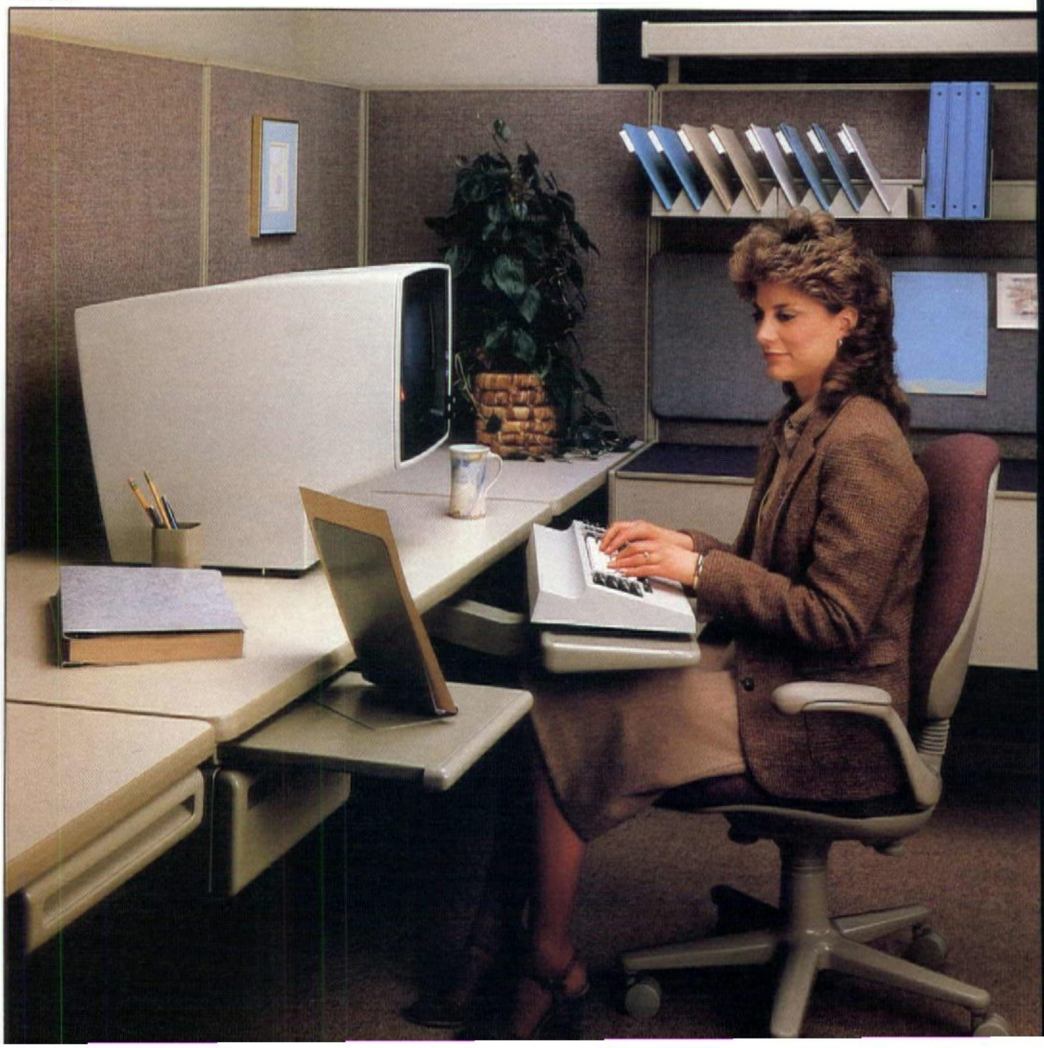


Structural Concepts



Westinghouse

Haworth





Martela Oy

Structural Concepts—Adjustable dropped keyboard table can be straight or angled left or right. Has 2 in. drop, and comes in varied surface sizes. Main work surface adjusts from 25¼ to 32 in. **Circle No. 289.**

Corry Jamestown—VDT table has electrically adjustable keyboard and VDT surface. A footrest is designed into the base of the table at a 14-degree angle. VDT surface is 26- by 16½-in. made of laminated chipcore with solid wood edge. **Circle No. 360.**

Martela Oy—Conti range VDU table by this Finnish company is ergonomically designed. Both keyboard and screen surfaces are independently adjustable. Accessories include a copy holder and task lighting. **Circle No. 361.**

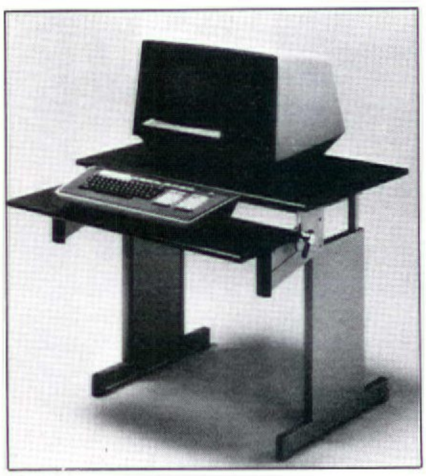
Westinghouse—Mobile printer table provides portability. Available with an optional slot for continuous paper feeding from a bin mounted on underside of table. **Circle No. 275.**

Haworth—Adjustable keyboard pad for electronic support work surfaces features in-out, side-to-side, and vertical capabilities and swivels 30 degrees also. Pad measures 24- by 9½- by ¾-in. Available in non-storable version also. **Circle No. 293.**

Facit—Lazy susan unit allows two operators to share terminal. Has a ball-bearing base that swivels 360 degrees. Wiring is through a grommet in the center of unit. Measures 21¾- by 16½-in. with an oak veneer. **Circle No. 310.**



Nightingale



Pace

Panel Concepts—Work surfaces are available in three styles, straight, curved, and corner. Straight surfaces are offered in 36- to 72-in. widths with 20- to 30-in. depths. Laminates include oak, walnut, putty, and gray. **Circle No. 321.**

The Pace Collection—Work surfaces are in laminated walnut with light gray sides. Surfaces include channels for wiring. Computer support surface is 35½- by 19¾-in. by 28½-in. Keyboard surface is 35½- by 13 ¾-in. and can be raised and lowered 2½- to 3½-in. below computer surface. **Circle No. 322.**

Nightingale Interloc—Terminal support is adjustable through 8 in. of height. Surface may be attached to panel at any height. Support pivots and height adjusts by rotating a control knob. **Circle No. 323.**

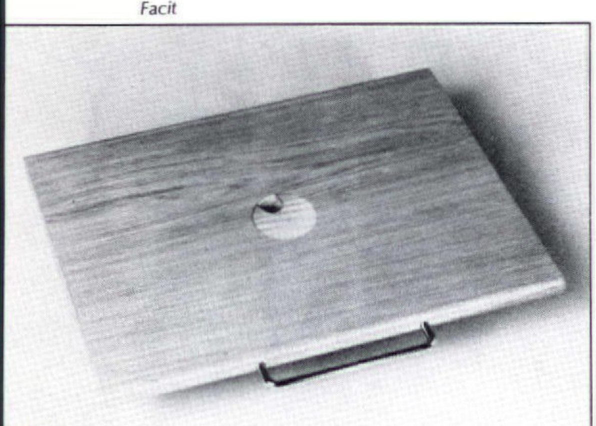
Peter Pepper Products—CRT stand is in partnership with Neline Octanorm of West Germany. Consists of aluminum extrusions with surfaces of wood, glass, or plastic on dual wheel casters. Custom designs are offered. **Circle No. 294.**

Cramer—Computer table provides drop keyboard platform. Overhead shelf accommodates paperwork and floppy discs. Available in 11 laminates and 12 enamel frame finishes. **Circle No. 316.**



Cramer

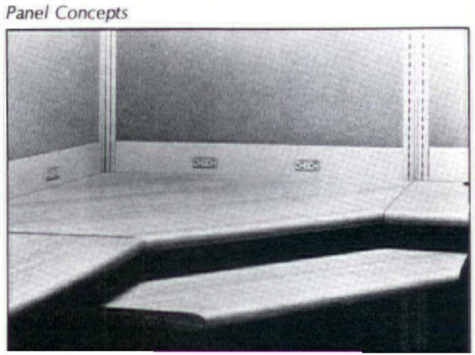
Facit





Peter Pepper

Panel Concepts



System accepts any wiring

Inotec—Electronically adjustable VDT support stand has indexed digital readout in 2/10-inch gradations. Keyboard depth adjusts by fingertip pressure. Manually adjustable or fixed models are also available. **Circle No. 320.**

Cole Business Furn.—A modular system which includes workstations, terminals, printer stands, data carts, and turntables. Surfaces are available in either 26- or 29-in. heights with variable depths and widths. All models feature a wire management system with capacity to accept any wiring. **Circle No. 304.**

Rosemount—Office system includes a corner worktop with recessed keyboard shelf. Used with 48-in.-wide panels to create corner configuration. Available in putty or light oak laminate finish. Can accommodate all types of computer equipment. **Circle No. 302.**



Rosemount

Steelcase—Workstation surfaces are 26¼-in. high. Adjustable VDT stands are available. All workstations can be modified to meet various demands. **Circle No. 287.**

Eastern Woodwork Co.—All work is done to customer's requests. Products are usually manufactured in either wood or plastic laminate. Customer installs the components. **Circle No. 298.**

Artopex—AMS system offers variable height panel hung surfaces and a printer table with adjustable top. Components are constructed of particle board with laminated plastic. Options include a free standing pedestal or lateral file. **Circle No. 314.**

All-Steel—Carousel unit allows sharing of CRT by two or more. Can be mounted on a work surface divided by a double-access pass-through panel which assures privacy while allowing sharing. **Circle No. 290.**

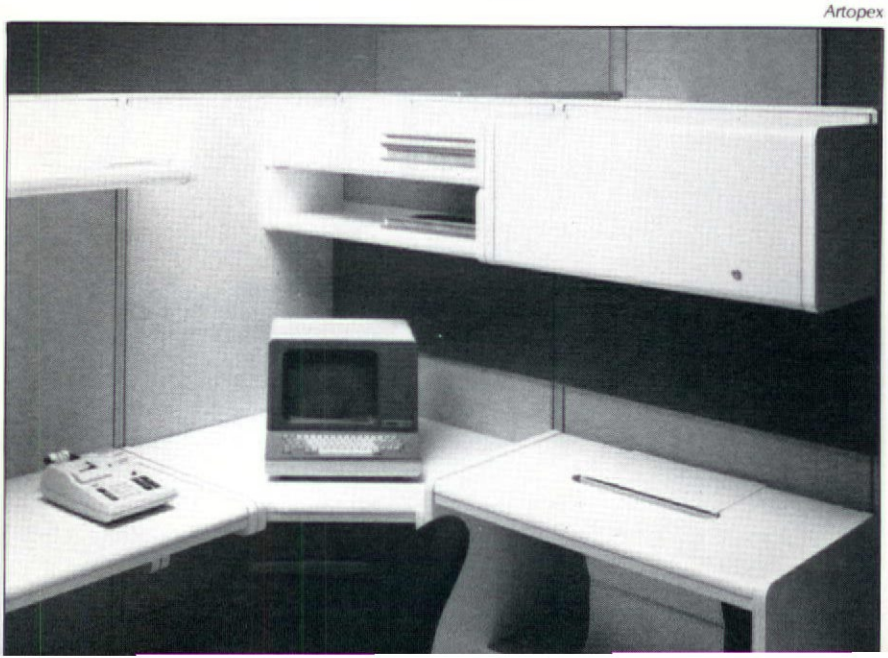


Eastern Woodwork



All-Steel

Artopex





Steelcase



Cole



Inotec

Multiple height data stations


Gunlocke


Modern Mode


M & J Desk


Croydon

Artec




Systems



Kombi

Gunlocke—Interchangeable components in oak veneer, fabric and acoustical combinations include work surfaces, pedestals, and specialized components. Options are a keyboard shelf that attaches to any surface and a printer work surface with slotted paper feeder.
Circle No. 285.

Modern Mode—Self-contained vertical office system houses a CRT in a cabinet with a roll out shelf. Door covering unit can be pulled down over machine when not in use. Available in various woods with oil or lacquer finish.
Circle No. 319.

M & J Desk—Compucenter includes a 36- by 72-in. desk and a 18- by 24- by 25½-in. printer stand. Desk includes a 23-in.-deep shelf and a ball-bearing extension drawer. Printer stand feeds paper from below through a slot in the top. **Circle No. 309.**

Croydon—Integrated system comes both freestanding and panel hung. Work surfaces come in varied lengths and heights. Also available are surface-hung pedestals and panel-hung storage compartments. **Circle No. 272.**

Artec—Mahogany furniture system has softened work surface edges and a radiused, solid mahogany top cap. Concealed cables unite the locking mechanism of pedestals and overhead cabinets to a central cylinder located under front edge of work surface.
Circle No. 283.

Systems Furn.—UFO VDT desk is completely adjustable in height and angle. Constructed of metal with laminated woodgrain on top and sides. Floor-to-surface heights vary between 25- to 35-in. Forward/backward range is 36- to 48-in. **Circle No. 313.**

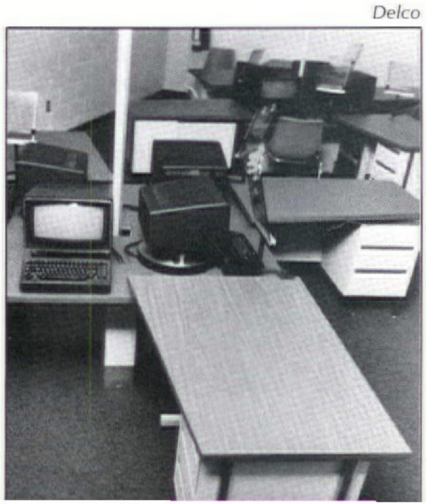


Virco



Ram

Delco



Kombi—Office products have a wire management system which is easily accessible. Options include a soundproof printer, storage cabinet, and paper flow. Systems are freestanding.
Circle No. 307.

Ram Partitions—Component system has total flexibility. Panel hung 30-in.-wide work surfaces accommodate any height requirements. Wide color selection includes pastels. **Circle No. 305.**

Virco—Data stations are offered in three heights—30 in., 26½ in., and bilevel. May be used individually or in organized work centers. Accessories include turntables, form receiver racks, and storage modules. **Circle No. 273.**

Delco—Cluster desk system has central cable entry from floor or ceiling. Tapered desk has more than 90-degree angle between desk and terminal. It is wider where more work surface is required and has varied lengths and pedestal designs. **Circle No. 291.**

Modular units are interchangeable



Howe



Hesco

Howe Furniture—System includes tables that may be used independently or in combination with other work surfaces. CRT/VDU terminal table has wire management features. Keyboard and screen surfaces are separately adjustable. **Circle No. 424.**

Hesco—EDP unit is part of Radius collection. Product line consists of a data access center, station unit, and return. All items can be used together in any configuration desired. **Circle No. 366.**

Herman Miller—Terminal workstation permits a height change of 5 in. with crank located on right side. VDT viewing surface can be tilted 25 degrees. Printer table and storage compartments are located for easy access. **Circle No. 423.**

EOC—Workstations are constructed of light and medium oak with hardwood interiors. Surfaces have walnut veneer finishes. Drawers operate on full ball bearing metal slides. **Circle No. 276.**

Kimball—7500 series office systems offer modular and assembled casegoods. Modular pieces include desk, credenza, work organizer, and extension shells with interchangeable pedestals. Central lock cylinder locks all pedestals, overhead cabinets, and storage units. **Circle No. 274.**



Herman Miller



EOC

Precision Mfg.—Data table may be used alone or equipped with one or two shelves. Available with plastic laminated drop shelf with or without drawer. Table has epoxy coated tubular frame and is variably adjustable to three positions. **Circle No. 288.**

Spec'built—Workstation is a single desk unit containing two micro-computers, graphic computer, and communication to other stations. Keyboard is angled and upholstered. Casings are not on equipment and keyboard is separated from the screen. **Circle No. 308.**

Dennison National—Mega workstations have optimum viewing heights with non-glare surfaces. Stations have soft, rounded edges and are available in blends of oak with chrome highlights. **Circle No. 295.**

Desience Workstation—Designed to be adaptable from a single unit to an unlimited number of configurations. System offers flexibility in color and design to meet specific requirements. Concealed wiring is easily accessible through large spaces in the station. **Circle No. 284.**



Precision



Spec'built



Dennison

Kimball

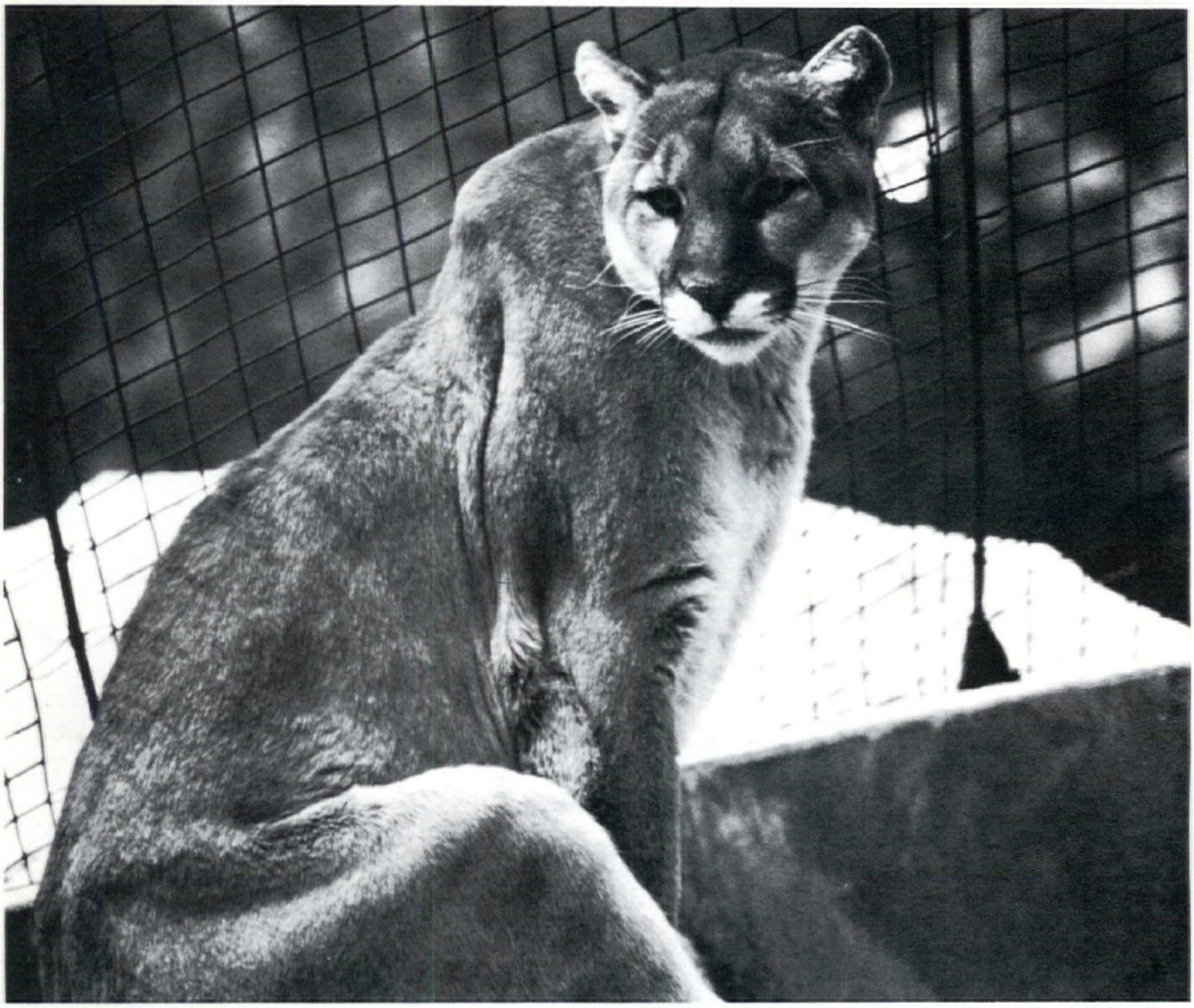


Desience



(For additional coverage of computer support furniture products, refer to the Products & Services section beginning on p. 215)

There are two ways to conserve wildlife.



Way Number One: zoos. Wonderful places, zoos. For people. For all of us to learn about animals from faraway places. For a glimpse of rare species that still exist only in zoos. But if the cougar and other wildlife could choose...

Well, there's Way Number Two: natural habitat. Enough of it to provide what all animals need to survive: food, water, cover and a place to raise their young. But does it have to be either/or?

In too many parts of the country we haven't yet found the right balance between our human needs and the animals' need for natural habitat. In too many places chainsaws and bulldozers are recklessly destroying habitat and with it the wildlife.

Solution? Wise conservation policies that can help protect habitats without stifling necessary development.

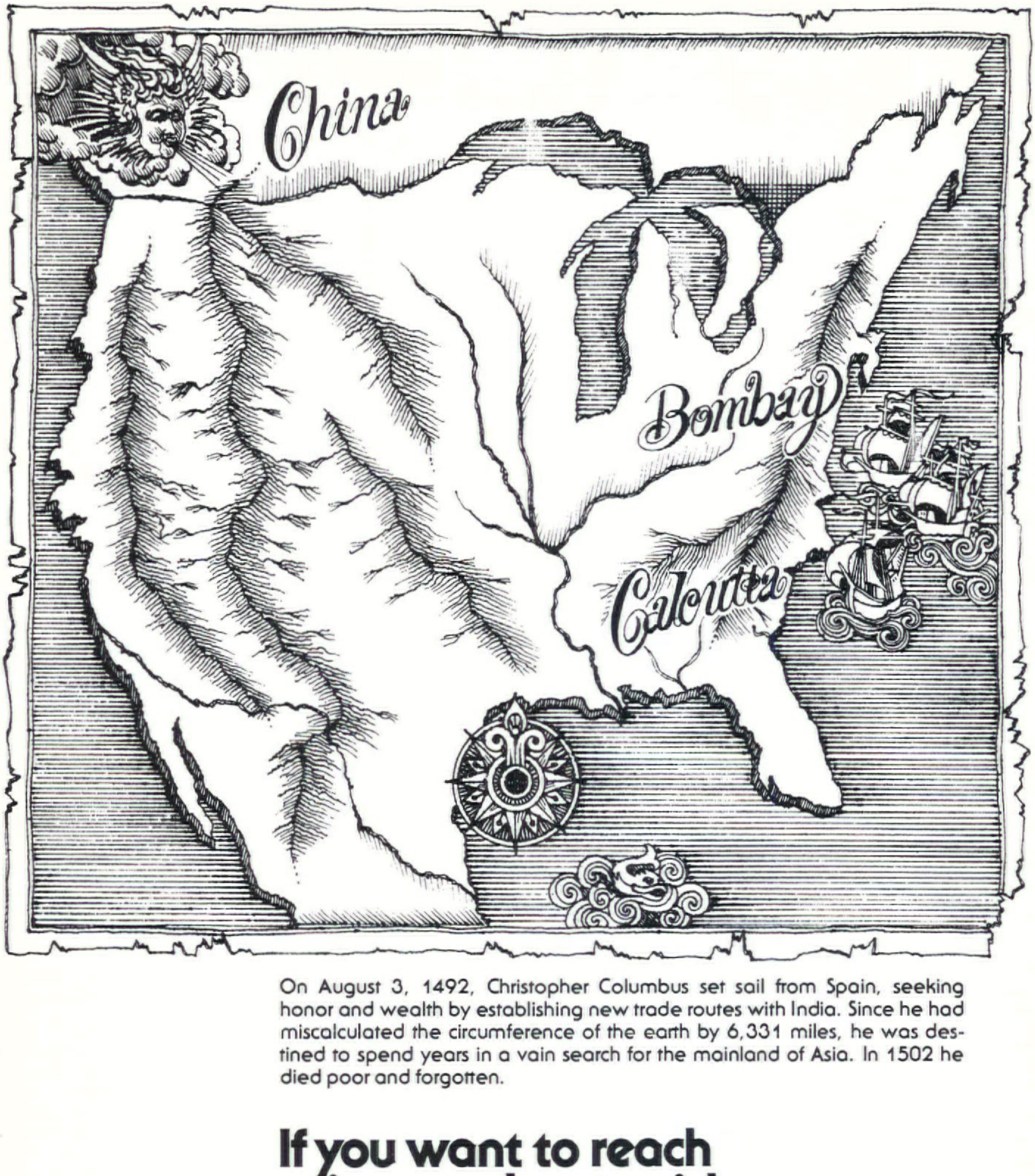
Recently the National Wildlife Federation acquired a 2,765-acre tract in northern California's Shasta Valley—the Lava Lakes Wildlife Area and Nature Center. With its lakes, marshes, forests, sagebrush and grazing land, the new area provides habitat for 67 species of mammals, from shrews to mule deer, along with waterfowl, fish, reptiles, amphibians, and some 150 species of birds.

That's the way to conserve wildlife—natural habitat. Space in America must be allocated fairly. That way, the animals will survive and so will we.

Help save a place for wildlife. Write Department 401, National Wildlife Federation, 1412 16th Street, N.W., Washington, D.C. 20036.

Save A Place For Wildlife.

National Wildlife Federation



On August 3, 1492, Christopher Columbus set sail from Spain, seeking honor and wealth by establishing new trade routes with India. Since he had miscalculated the circumference of the earth by 6,331 miles, he was destined to spend years in a vain search for the mainland of Asia. In 1502 he died poor and forgotten.

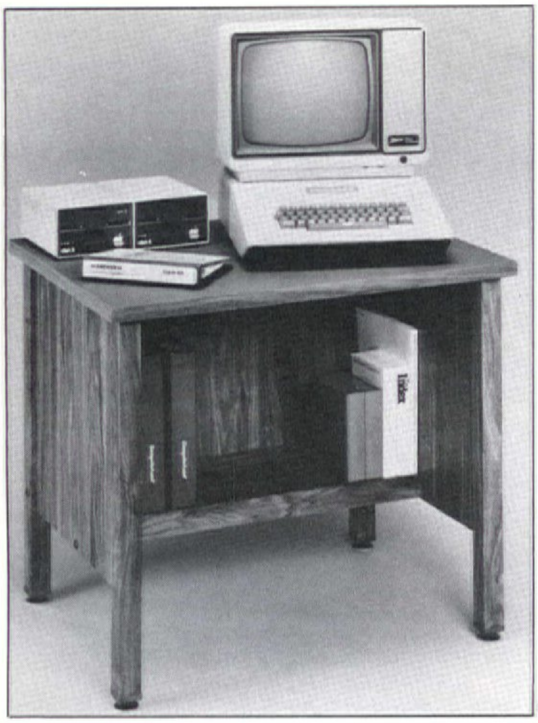
If you want to reach spice merchants, pick the right continent.

Success is always easier to grasp if you're in the right place, talking to the right people. BPA-audited (Business Publication Audit of Circulation, Inc.) magazines let you know exactly where your ads are going. BPA audits the job title and description of people who receive our magazines, so you know to whom you're talking.

BPA We count, so your ads will.

This BPA-audited magazine donated the space for this ad, with creative and production costs contributed by BPA agency and advertiser members.

 (Continued from p. 209)



Gusdorf



Faram



Tab



DarKan

Acrylic finishes protect frequently used workstations

Dar/Ran workstations have radius edges and cantilevered-end design. Constructed in choice of solid wood, walnut or oak veneer with various finishes, all units are available at 26- or 29-in. heights. **Circle No. 317.**

Electrified panel desk system designed by Umberto Facchini for FARAM Spa is composed of aluminum structures with plastic laminates. Offered in white with brown detailing, this Italian firm's item is UL approved. **Circle No. 277.**

300 series printer workstation from Tab Products has offset work surface and undershelf. Options include a rollout shelf for form feeding and a receiver rack for re-stacking. Curved legs are made of tubular steel for strength and stability. Workstation tops are available in two sizes and a choice of three finishes. **Circle No. 264.**

Modular computable from Gusdorf has dual capacity as a total system or as a printer table. Coffee-tone work surface is 27¼- by 31½- by 23½-in., protected with acrylic coating and features a bottom shelf. **Circle No. 282.**



Wilson Jones

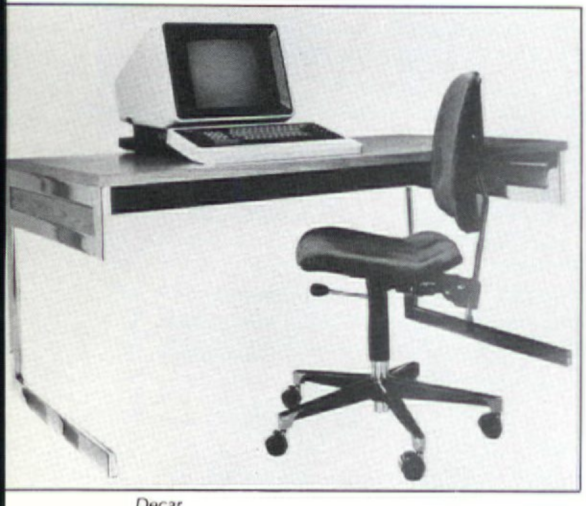


Gutman



Biotec

Enhanced comfort possible with adjustable components



Decar

Biotec's complete line of VDT furniture is freestanding. Screen surface rotates 360-degrees. Options include an adjustable foot rest and a wrist/forearm support. **Circle No. 311.**

Terminal center from Wilson Jones comes in varied heights and widths of 36- to 60-in. and may be modified with 60- or 90-degree connectors. Rotating turntable and storage accessories are available. **Circle No. 278.**

Electronic office furniture series from Decar includes terminal tables, L-returns, seating, and accessories. Featuring laminated tops encased in square tubular steel frames, system is offered in 42 styles. **Circle No. 422.**

Work surface has a hydraulic lift to suit individual operators and different work activities. Components are modular and all designs can be custom manufactured by Karl Gutman. **Circle No. 299.**

Endangered Species.









Habitat.

In an earlier America, every living thing enjoyed its rightful place. Our abundant country provided wild animals with every environment needed for their survival—green forests, lush wetlands, untouched deserts, and clear, free-flowing rivers.

Over the years we have made good use of our lands, waterways and other resources. But we have also needlessly defiled and destroyed many of them. Today, many of these areas, like some of the animals they once supported, are endangered species.

• In Maine on the St. John River, a proposed, unnecessary dam threatens 500,000 acres of habitat that now provide food, water and cover for moose, lynx, bobcat, osprey, and deer.

• In California's Dove Springs Canyon, reckless use of motorcycles and other off-road vehicles is driving more than 75 species of birds, reptiles and mammals from their desert home.

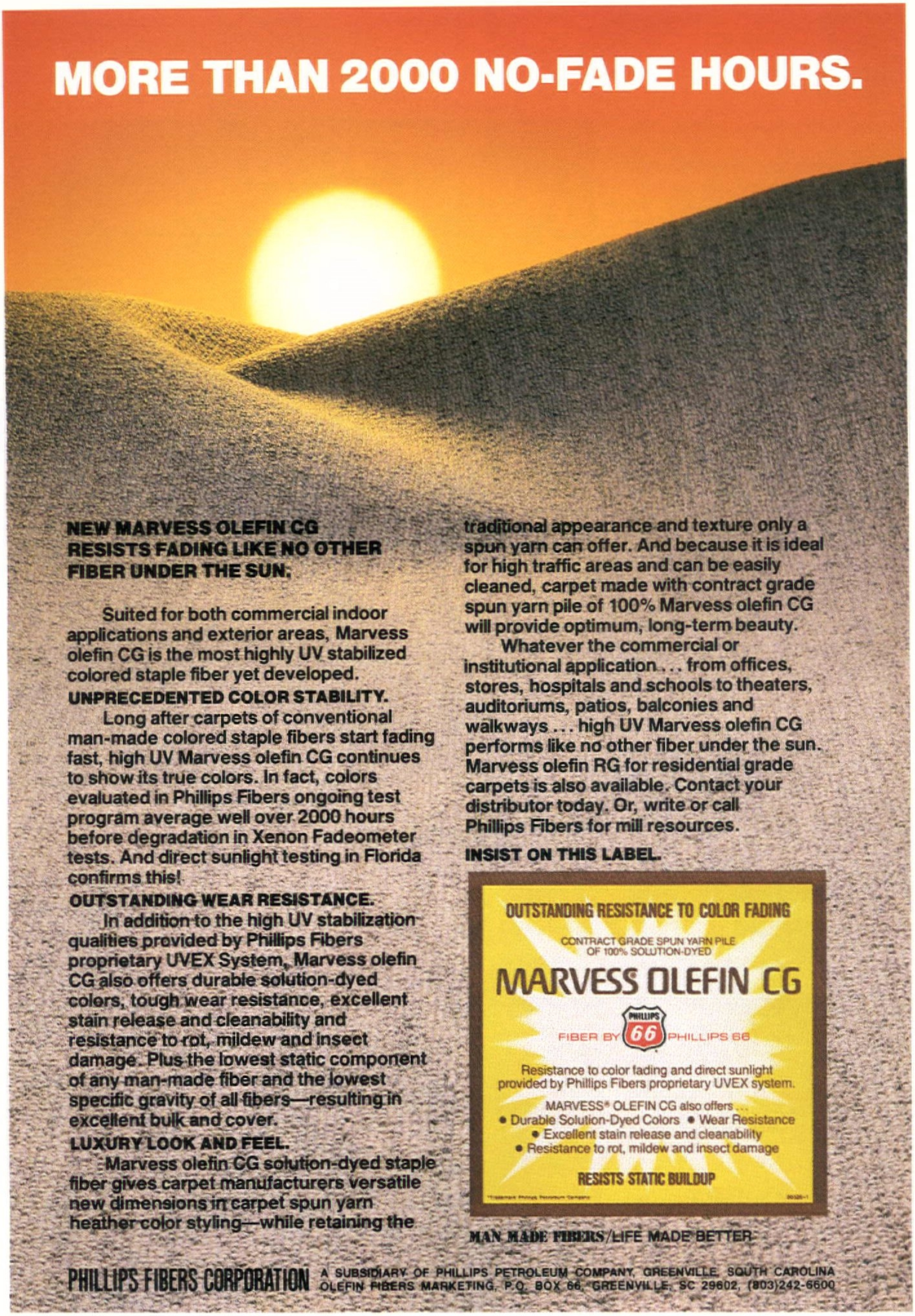
• In Nebraska, diversions of water are menacing the habitat of the rare whooping crane, a few surviving bald eagles, and millions of migratory waterfowl at the Big Bend of the Platte River.

• In Louisiana's Atchafalaya Basin, a plan to drain and cultivate 800,000 acres of wooded wetlands would wipe out the home of more than 300 species of birds, 50 species of mammals, and countless thousands of aquatic creatures.

These are just some of the endangered habitats the National Wildlife Federation is working to save. We can't turn back the clock, but we can protect habitats we still have. Without them, there will be no wildlife.

Join us. Write Department 201, National Wildlife Federation, 1412 16th Street, N.W., Washington, D.C. 20036.

Save A Place For Wildlife.



Circle 97 on reader service card

Paper/wire management, noise control are built-in

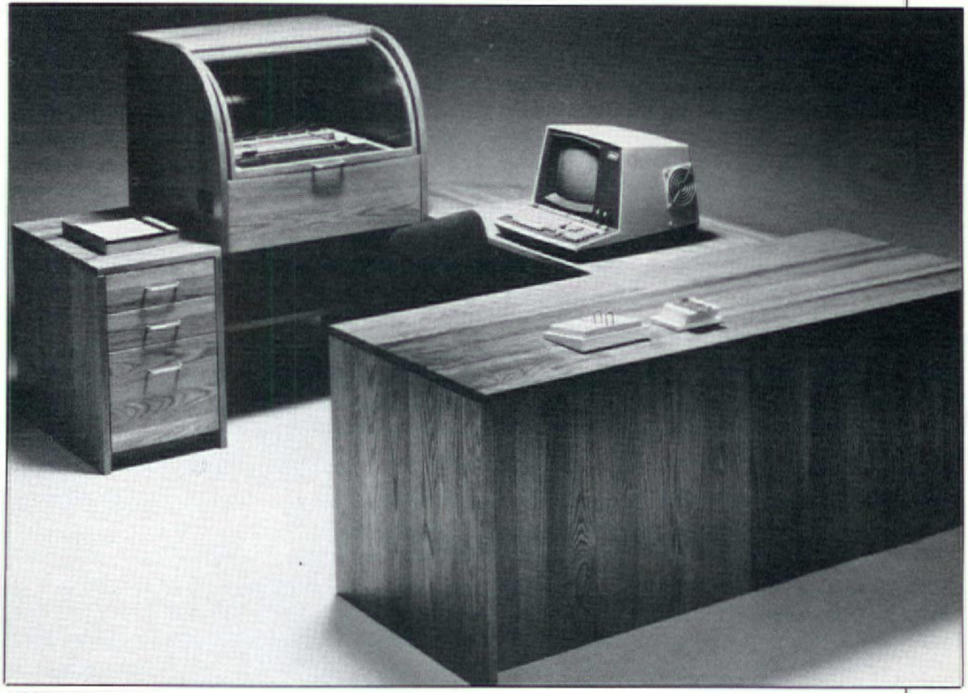
Whisper hood is designed to house the printer for Adden's word processing systems. Built of solid oak, the hood effectively deadens noise. Other offerings are a desk, typing return, and a 90-degree CRT table. **Circle No. 315.**

Micro printer table accommodates the new 80 column printers, has paper access slot, and forms storage. System is available in a wide variety of sizes and heights from Atlantic. **Circle No. 312.**

Walnut desk designed by Warren Platner for CI Designs has front overhang, and is also available in oak. Slot in top of desk allows for wire management. **Circle No. 318.**

CRT/machine stand/desk has a 45- by 30-in. top and is 27-in. high. Optional typewriter height legs are offered by Stylex to allow for more variable uses. **Circle No. 292.**

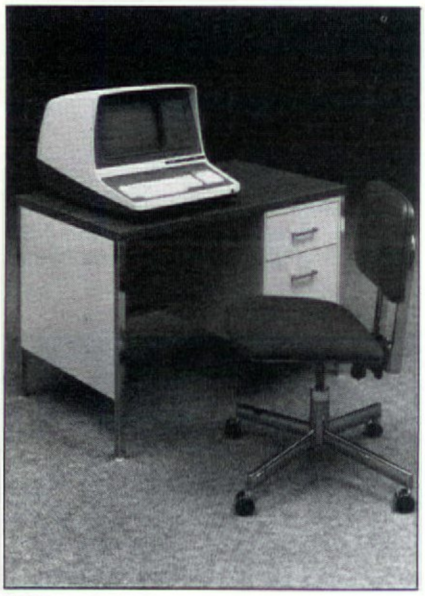
Bevis CRT work tables come in three sizes with walnut or oak finishes. There is also a workstation with adjustable heights of 21- to 30-in. (not shown). **Circle No. 280.**



Adden

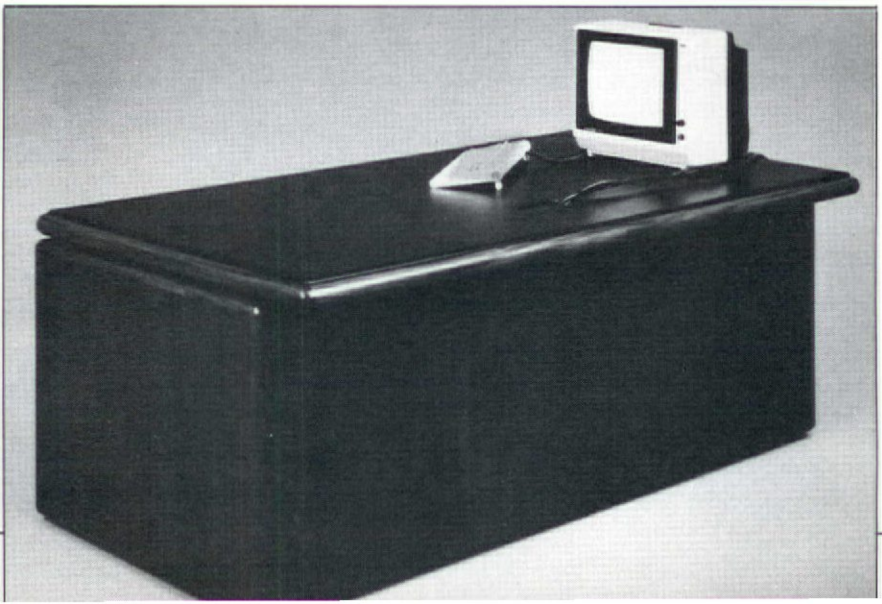


Atlantic



Stylex

CI



Take a number.



Take any number. It's sure to grow on you. Because it's from our collection of stylish, durable, reasonably priced contract chairs—many of them our own patented designs.

Leather-wrapped rattan. Hand-carved reproductions. Exposed hardwood with imported cane. We make all these styles and more in your choice of fabrics and finishes—customized, if you like—for hotels, motels, restaurants, any commercial setting.

In addition,
we offer companion tables, sofas, loveseats, chests, bars, barstools and other accessory pieces.

For a better look at our designs and for more information about everything from occasional chairs to complete groupings, send for our free Contract Catalog. Write to Director of Sales,
Lewittes Furniture Enterprises, Inc., 171 Madison Avenue, New York, NY 10016. Telephone (212) 684-2255. International Telex 429104.

Circle No. 68 Reader Service Card

DU PONT Orlon® ACRYLIC

sitting pretty® by Lewittes

At home with DU PONT ORLON ACRYLIC

Sitting Pretty® is a registered trademark of Lewittes Furniture Enterprises, Inc.

Circle 98 on reader service card



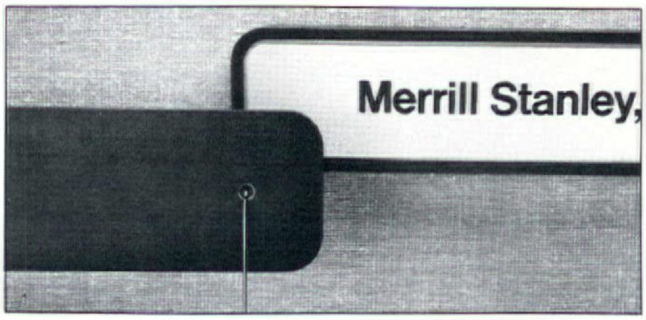
LOW-STATIC CARPET CARRIES GUARANTEE

Porter Carpet Mills introduces a new, guaranteed low static commercial carpet, designed for use in computer rooms and other high-tech areas. Called Compu-Stat, carpet is guaranteed to generate less than 1.5 KV and is Class B flame-rated. Manufacturing process combines special carbon conductive unitary backing and solution-dyed olefin fiber in level loop construction. **Circle No. 436.**



SPECIFY GAME SET IN STANDARD FABRICS OR COM

New game set from **Pacific Rattan** features fan-back chairs which are offered in a wide variety of standard fabrics or COM. Available with or without casters, chairs coordinate with a glass-top table. **Circle No. 399.**



ATTACH SIGNAGE TO FABRIC PANELS WITH PINLOCK

New Pinlock fastener from **APCO Graphics** interfaces with IM system holders, enabling signage to be attached to fabric panels. Fastener is designed to lock vertically through the weave of most fabrics and hold signs tightly against panel systems. **Circle No. 390.**

Vernitron

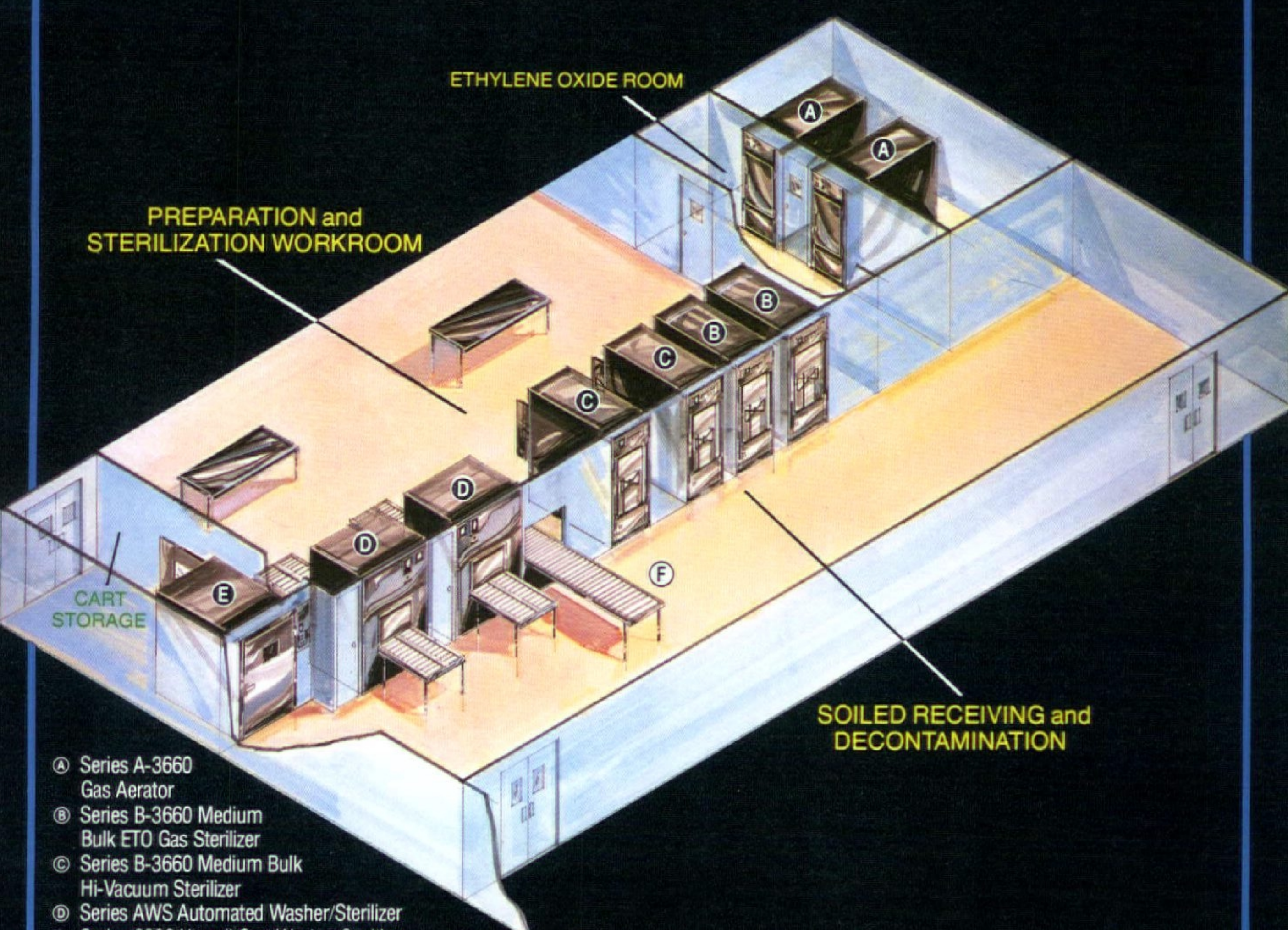
The "total scope" approach for Central Materials Processing and Distribution

Efficiency is critical in your large scale processing operation. Vernitron's "total scope" approach to materials handling systems provides the optimal results you demand.

We work *with* you to precisely coordinate systems, equipment, and your specific needs. Shown—only one of many possible high volume Materials Processing and Distribution installations that demonstrates the flexibility of Vernitron/Better Built equipment packages . . . everything necessary for your choice of materials handling methods. Available in systems or by units, Vernitron equipment is created to integrate perfectly into your facility. Engineered for the 80's with sophisticated techniques and state-of-the-art technology for maximum reliability.

To solve today's problems, *your* problems, in accordance with the highest standards, most stringent requirements and cost-efficiency, Vernitron has the solution. Equipment that works *with* you, really works *for* you.

The Vernitron Commitment: *To provide the finest quality equipment, accurately matched to our customers' needs, and supported by the highest degree of customer-oriented service.*



- Ⓐ Series A-3660 Gas Aerator
- Ⓑ Series B-3660 Medium Bulk ETO Gas Sterilizer
- Ⓒ Series B-3660 Medium Bulk Hi-Vacuum Sterilizer
- Ⓓ Series AWS Automated Washer/Sterilizer
- Ⓔ Series 6000 Utensil/Cart Washer Sanitizer
- Ⓕ Gravity Feed Rack Return

For more information, call or write today!

Vernitron Medical Products

Division of VERNITRON CORPORATION

5 Empire Boulevard, Carlstadt, New Jersey 07072 • (201) 641-5500 • (212) 695-3615
ITT INTERNATIONAL TELEX NO. 4754154 VERNITRON CARL
TELEX 13-3345 • CABLE: VERNIMED NEWYORK
TOLL FREE: 800-631-1365

Circle 100 on reader service card

MEMO

TO: Facilities managers, architects, designers, operations managers and all corporate space planners

FROM: Your Colleagues (past Conference attendees)

RE: 4th Annual COMPUTER-AIDED SPACE DESIGN & MANAGEMENT CONFERENCE

"Anyone who is remotely connected with any phase of facilities management/space planning must keep pace with this rapidly growing field...this conference is a big step forward in this direction." —Karen Odlum, Project Manager, Aetna Life & Casualty

"Excellent...before attending this conference, I was confused and unsure of practical applications of using a computer as an aid to the planning and design process. I now have a much better understanding of what it is all about." —L. Edward George, General Manager, Paul Planert Design Associates, Inc.

"New information and practical data very valuable...exciting...I learned!" —Paula Treder, V.P. & Facilities Manager, Drexel Burnham Lambert

"Excellent...conference provided a very thorough insight into the present and future capabilities of CAD." —Lynn Evans, Independent Consultant to interior design/space planning

"I gained insight into real programs that are up and running." —Gerald Ilowite, Staff Architect, Westinghouse Electric Company

Plan now to attend the fourth annual

Computer-Aided

Co-sponsored by Gralla Publications'

November 8 - 9, 1982
New York City
Halloran House Hotel

Why you should attend:

Learn to eliminate crisis-mode corporate facilities design/management...slash costs and planning time...use the computer to aid the decision-making process.

Benefit from in-depth seminars led by national experts in design-by-computer technology...exchange ideas and methods with fellow end-users/specifiers in roundtable sessions.

Visit our Product/Service Display Area to examine software/hardware packages...discuss your needs with suppliers...get free answers to your questions.

Who should attend:

If you're a vice president of finance, administration, or real estate and facilities; an architect or design professional; member of a facility planning committee; or involved in any aspect of space, office, or building design or management; this dynamic, two-day conference and exposition offers valuable information you can put to use—immediately!

Lerner



Druckman



We are proud to announce our Honorary Industry Advisory Board:

Joy Adcock
American Society of Interior Designers
East Lansing, Michigan

Antonin Aeck
Aeck Associates
Atlanta, Georgia

David Armstrong
Facility Management Institute
Ann Arbor, Michigan

James R. Boyce
DFI/Systems
Orlando, Florida

Eugene M. Daniels
Counterpoint Inc.
Knoxville, Tennessee

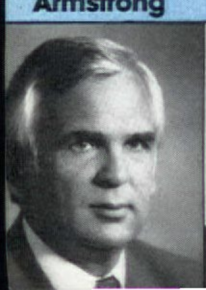
Robert L. Engel
R.L. Engel & Associates
Chatham, New Jersey

Parker Hirtle
Bolt Beranek & Newman Inc.
Cambridge, Massachusetts

Carl Machover
Machover Associates
White Plains, New York

Joel Orr
Orr Associates
Danbury, Connecticut

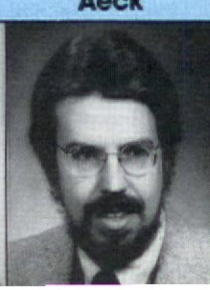
Armstrong



Hagman



Aeck



Potts



Orr



Woog



Adcock



Machover



Space Design & Management Conference

Contract and Facilities Design & Management Magazines

Choice of seminars allows you to tailor your own educational program:

- How to Take the First Step Towards Computers
  Speaker: Byron R. Falchetti, Director of Facilities Planning, Carnegie-Mellon University
- Update on Developments & Applications of CAD/CAD Management
  Speaker: Dr. Joel Orr, President, Orr Associates
- How to Acquire Software/Hardware to Fit Your Specific Needs
  Speaker: Les J. Cranmer, Senior Vice President, Interspace Inc.
- Computer-Aided Facilities Planning — A Corporate Perspective
  Speaker: Jackie Potts, Computer Systems Analyst, Social Security Administration
- Computer-Aided Design & Drafting: Architecture & Interior Space Planning Applications
  Speaker: Lawrence Lerner, President, Environetics International Inc.
- How to Protect Yourself with a Software Agreement
  Speaker: Richard Raysman, Partner, Brown, Raysman & Millstein
- Computer-Aided Facilities Planning & Management
  Speaker: Robert L. Engel, President, R.L. Engel & Associates
- Office of The Future
  Speaker: Representative from Environetics International Inc.

"Hot topic" Executive Exchange Roundtables provide up-to-the-minute information:

- How to Work with a Programmer
  Speaker/Moderator: Ralph Hagman, Manager/Facilities Design & Utilization, Owens-Illinois
- How to Buy a Computer System Without Exceeding Your Budget
  Moderator: To be announced
- Furniture Bar Coding
  Moderator: Roberta Walton, Managing Editor, Contract
- Facilities Management Problems
  Co-Moderators: Robert L. Engel
  John R. Adams, Assistant Director, Facility Management Institute
- Design/Drafting Systems Review
  Speaker/Moderator: Paul Druckman, General Manager, Master Design Corporation
- Case Study: Evolution of Office Automation in a Large Corporation
  Speaker/Moderator: Robert D. Woog, District Manager, AT&T Long Lines

Registration Information:

To register, just fill out the coupon and mail it today to: Gralla Conferences, 1515 Broadway, New York, N.Y. 10036 -or- call Hilary Plunkett, toll free at 800-223-6767 (New York State registrants can call collect at 212-869-1300) to get an immediate confirmation of your registration.

Tuition: $495 for the first person from a company, $450 for each additional person from the same company. Tuition includes admission to two-day Conference (seminars, roundtables and exhibits), Conference/take-home materials, refreshment breaks and cocktail reception. Checks or money orders payable to Gralla Conferences.

Cancellations: Full refund of tuition if notified 48 hours in advance of the Conference. No refunds after that time.

Accommodations: Rooms have been blocked at the Halloran House Hotel. All registrants will receive hotel housing forms by mail.

Raysman



Daniels



Engel



Tax Deduction: Treasury Regulation 1-162-5 permits an income tax deduction for educational expenses (registration fees, cost of travel, meals and lodging) undertaken to (1) maintain or improve skills required in one's employment or other trade or business; (2) meet express requirements of an employer or a law imposed as condition to retention of employment, job status, or rate of compensation. (The IRS recommends you keep a daily record of expenditures in accordance with this regulation.)

For information on exhibiting call Justin LeWand, exhibit sales director, at (212) 391-9111.

Circle 101 on reader service card

Computer-Aided Space Design & Management Conference
c/o Gralla Conferences, 1515 Broadway, New York, N.Y. 10036

Please register me for this conference on November 8-9, 1982 in New York City.

☐ Payment enclosed ☐ Bill company

Name ______________ Title ______________

Name ______________ Title ______________

Name ______________ Title ______________

Company ______________

Address ______________

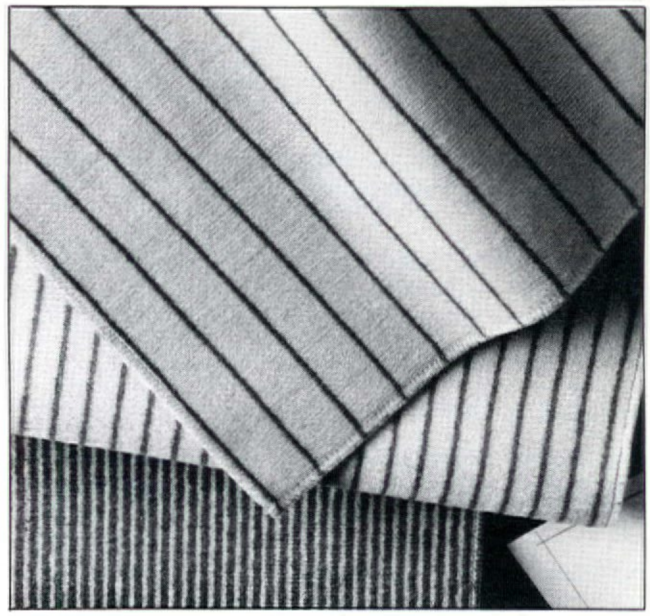
City ______________ State ______ Zip ______

Telephone ( ) ______________



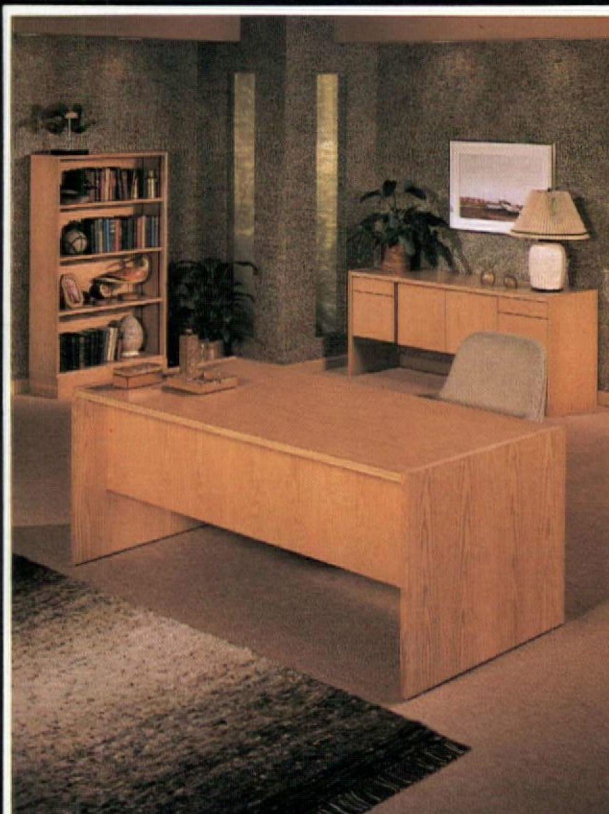
INTERIOR WALL COATING HAS VARIED APPLICATION

Stolan interior wall coating manufactured by **STO Energy Conservation Inc.** covers walls in varied textures and colors. Finishing with different tools gives coating texture to synthetic resin plaster. Surface is impact- and chip-resistant as well as permeable to water vapor. Approximately 400 shades can be applied. **Circle No. 437.**



LA FRANCE ENTERS CONTRACT FABRIC MARKET

La France Fabrics, div. Riegel Textiles, enters the contract market with a line of plush-woven, heavy-duty velvet designs. Stripe variations range from wide patterns to narrow designs. Constructed of nylon, rayon, and polyester, fabrics are Scotchgard-treated and are offered in 12 colorations. **Circle No. 407.**

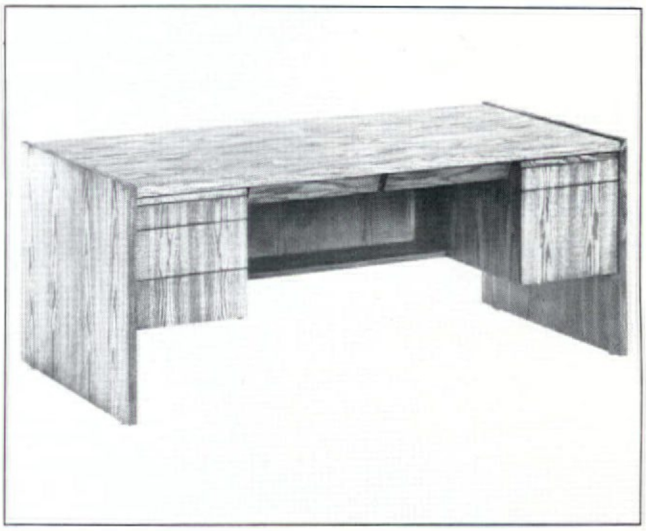


PRODUCTS & SERVICES



WALL UNIT CONCEALS WARDROBE STORAGE

Modular **Arco** wall system, shown with functional components such as wardrobe storage, has pull-out rod and valise shelf as well as file cabinets, all with slant hardware. Desk features a chrome mica reveal. **Circle No. 435.**



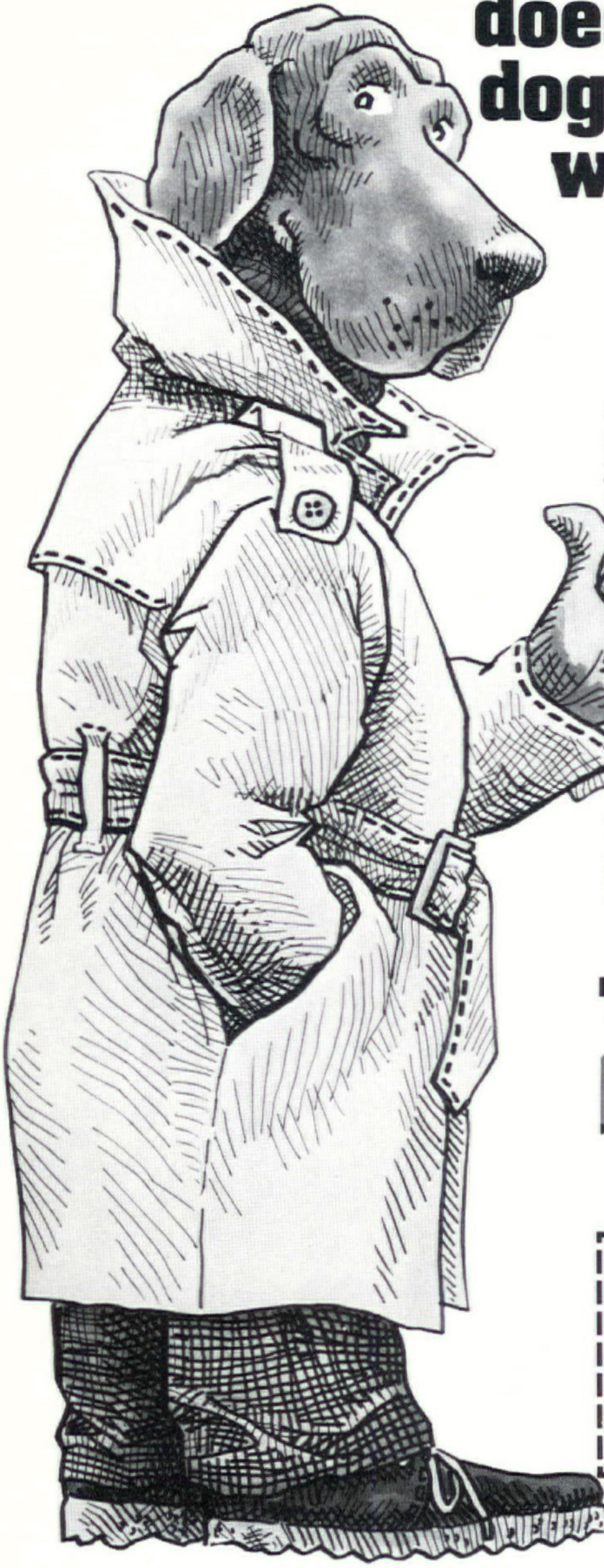
WRITING ARM SLIDES, DOUBLE FILES ENHANCE DESK

Environment series from **Executive Furniture Inc.** has two center drawers and writing arm slides, as well as double file drawers with full extension. All drawers operate on steel ball-bearing metal suspensions; pedestal drawer locks are standard. Offered in both walnut and oak veneer, desks can be ordered with plastic or hand-rubbed lacquered wood tops. **Circle No. 433.**

APPLY METAL LAMINATE WITH CONTACT CEMENT

Installation of **LaMetal** aluminum laminates is accomplished with contact cement. Product is offered in 10 finishes, and in sheets and strips of assorted sizes. **Circle No. 392.**

What business does a handsome dog like me have with a top cat like you?



My name's McGruff,™ and it's my business to help prevent crime. I think it should be your business, too—to teach your employees how to protect themselves. Just send for my business kit—it'll help you develop a program that teaches your employees how to make their homes burglarproof, make their neighborhoods safer, even how not to get mugged.

And, while you're at it, get in touch with the cops—they can help you out. So now you're probably wondering (like a top cat businessman should), what's in it for you. That's easy. When your company works harder for your people, your people work harder for your company.

So take the time, and...

TAKE A BITE OUT OF CRIME

McGruff, Crime Prevention Coalition,
20 Banta Place, Hackensack, NJ 07601
Please send me lots of information on Crime Prevention.

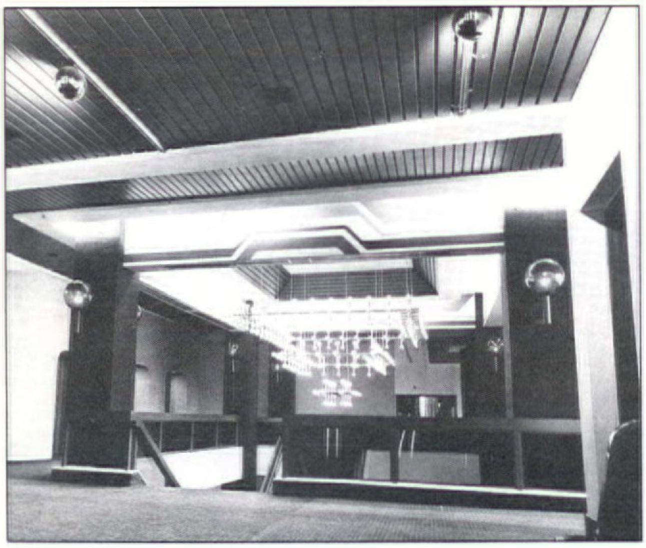
Name:____________________

Company:____________________

Address:____________________

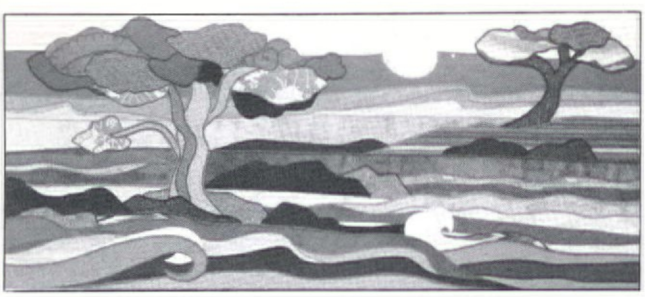
City:__________ State:______ Zip:_____

Ad Council A message from the Crime Prevention Coalition, this publication and The Ad Council.



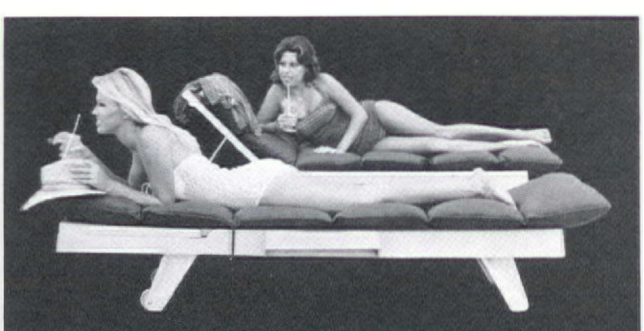
20-YEAR WARRANTY OFFERED BY CEILING FIRM

Alcan Building Products now offers a 20-year warranty for its Planar ceiling system. The limited warranty covers peeling, blistering, flaking, splitting, rusting, chipping, and cracking. Ceilings consist of suspended aluminum panels snapped on an aluminum carrier. Both are available in low- and high-gloss colors. **Circle No. 401.**



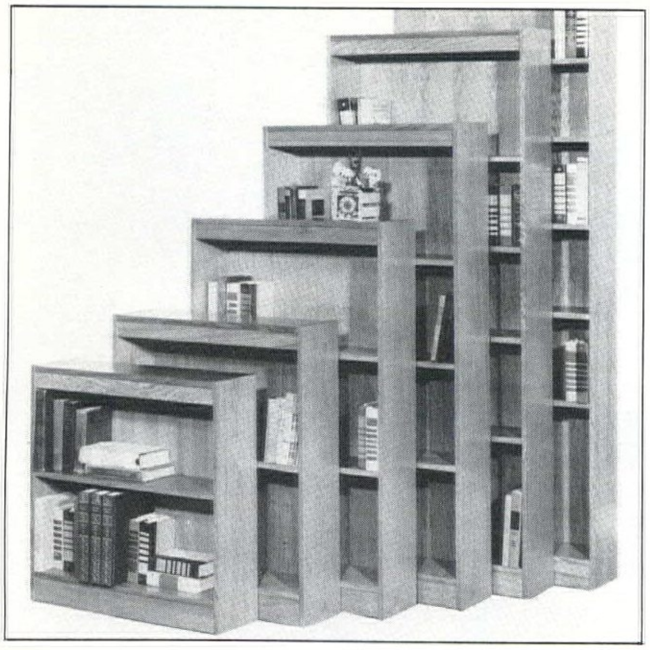
SOFTEN OFFICE SPACE WITH TAPESTRY DESIGNS

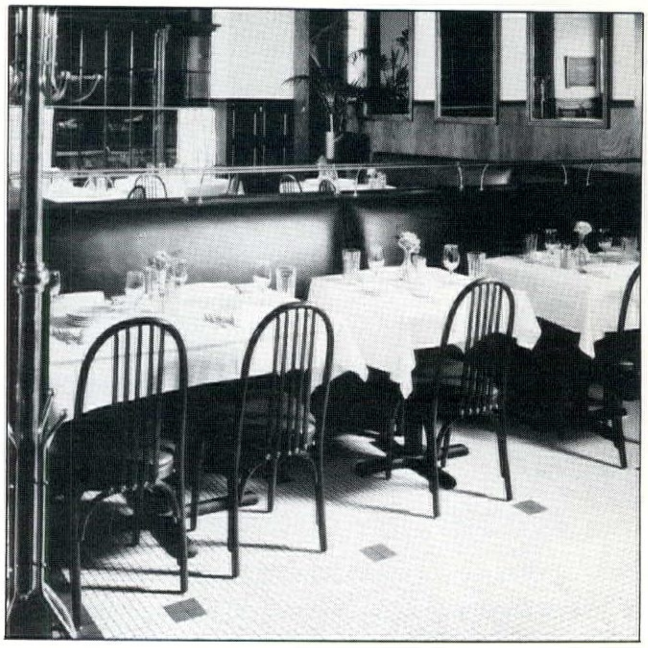
New to the **Helen Webber Tapestry** collection is "Pacific Edge," colored with soft earth tones, blues, and greens. Tapestries are designed for commercial spaces and are offered in limited editions or as commissioned works. **Circle No. 395.**



FIBERGLASS LOUNGE IS MAINTENANCE-FREE

Sturdy Sun Lounges from **duCor** require no replacement of straps or broken bolts. Fiberglass chaise is designed to be maintenance-free under normal conditions. Damaged parts are easily replaced by the firm. **Circle No. 398.**





DESIGN SMALLER BOOKCASES TO FIT MORE SPACES

SK Products designs 8-in. bookcases which fit easily into small-size rooms. Large enough to accommodate lawyers books, shelves are shallower, yet strong enough to support filled weight. Veneers are honey oak, American walnut, and fruitwood. **Circle No. 402.**

RECREATE FORMER DINING STYLES WITH CAFE CHAIRS

Bentwood spindleback cafe chairs from **Shelby Williams** recreate former European dining styles in American settings. Shown here in a vignette taken from a recently designed Chicago restaurant, chairs are 22-in.-wide, 21-in.-deep, and 34½-in.-high upholstered. **Circle No. 389.**

Circle 110 on reader service card

Circle 109 on reader service card

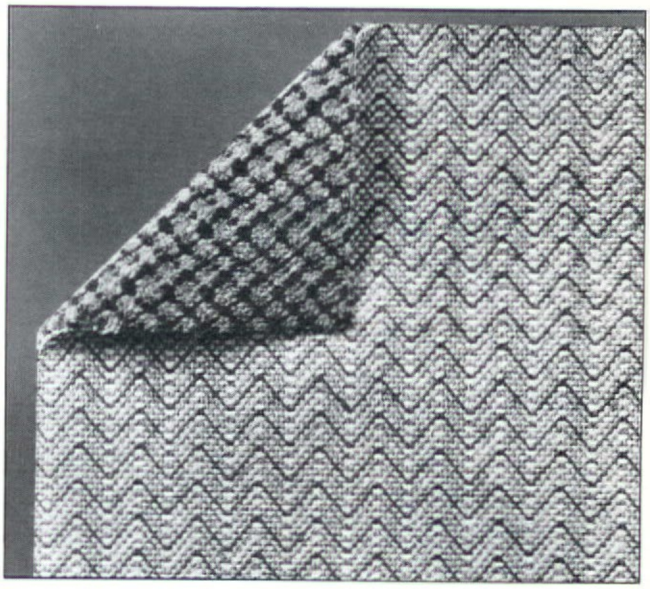
Circle 111 on reader service card

PRODUCTS & SERVICES



WOOL DEBUTS AT EUROPEAN ARTS CENTER

Pure wool carpets, upholstery, and wallcoverings were chosen to grace the Barbican Center, London—Western Europe's newest and largest art complex. **Woolmark** licensees BMK and Tankard manufactured 10,000-sq.-meters of carpet for the space. **Circle No. 397.**



CREATE MULTI-PATTERNED CARPET ELECTRONICALLY

Karastan introduces Design Coordinates, multi-colored geometric carpets which are produced with electronically-programmed equipment. Carpet patterns are easy to match, thanks to electronic controls which reduce "bow" and "bias" in the weave. Called Kara-Grid, process enables creation of precise, unbroken design lines which are tufted through a single integrated backing, giving carpets dimensional stability and eliminating delamination problems. Four skein-dyed styles are offered. **Circle No. 381.**

FILE DRAWERS HAVE POSITIVE INTERLOCK

Two new lateral file lines, designed by George Schad for **Nucraft,** feature book-matched veneer drawer faces which coordinate with contemporary casegood and seating styling. Incorporating positive interlock mechanisms, these files also feature locks and finished backs on all models. Two-, three-, or four-drawer files can be ordered in letter, legal or computer print-out sizes. **Circle No. 382.**



SITTING PRETTY

You can use just about any desk for a computer terminal stand. But with CF&A, you're sitting pretty. Our full range of desks, workstations, and terminal stands are designed to accommodate a variety of computer equipment. Choose from our Classic Series desks, DR Series desks and enclosures, specialty items like our Apple II desk, or a universal printer stand. You'll be sitting pretty with attractive color selections, durable construction, versatile configurations, useful options, competitive prices, quick delivery, and personal service. It's our way of doing business.

CF&A

Computer Furniture and Accessories, Inc.
1441 West 132nd Street
Gardena, CA 90249
(213) 327-7710

Circle 116 on reader service card

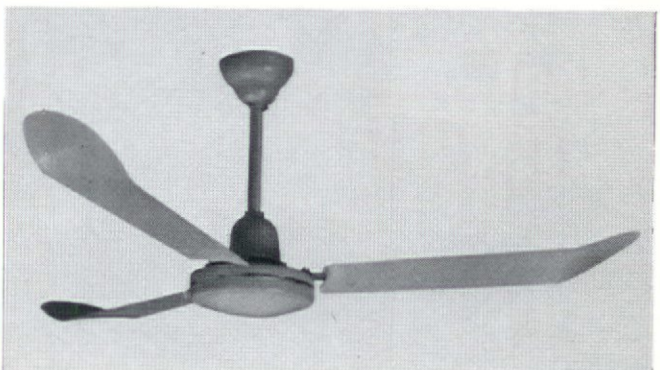
Quick-ship fiberglass planters.



New colors matching leading contract furnishings or your color swatch.

Contact your representative or write to Dept. CN.

pouliot designs
4700 Valley Industrial Blvd. South
Shakopee, Minnesota 55379
(612) 445-8600



ISI CEILING FAN

- Clean modern design and technology
- NOT the hokey atmospheric look
- Maximum air movement
- Minimal electric cost
- UL® listed with solid state control
- 56″ sweep
- Fully assembled—just attach blades

Individually carton packed and shippable by UPS, F.O.B. Harrison, N.J.

IMPORT SPECIALISTS INC.
82 WALL STREET, NEW YORK, N. Y. 10005
Telephone: 212/248-1633

Affiliate of
THE OTTO GERDAU CO.
Established 1872



ADJUSTABILITY ACCENTS COMPUTER SUPPORT STANDS

HON Company will introduce a new line of computer support stands at the National Office Products Association (NOPA) show in Chicago. Stands are adjustable and coordinate with a complete line of panels, seating, and systems furniture. **Circle No. 394.**



BLIND SAMPLER EASES COLOR MATCHING

Complete color lines for Riviera vertical and 2-in. blinds or woven shades are offered in a tote-type dispenser by **Levolor.** Containing actual slat samples of all colors, dispenser also has a chart listing blind and shade availability by product category. Master slat and nine smaller slats of each color enable specifiers to easily coordinate blinds and shades with other furnishings. Cost is $25. **Circle No. 393.**



UPHOLSTERED SEAT ADDS COMFORT TO SHOE-FITTER

An upholstered seat adds comfort to this new shoe-fitter from **L&B Mfg.** Chrome fittings stand up to heavy-duty use; rubber treads hold customer's foot securely in place. **Circle No. 391.**



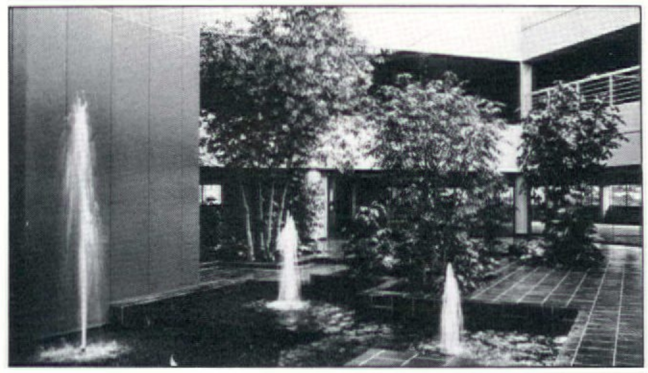
ELEGANT WALLCOVERINGS SUIT RESTORATION

Carefree Wallcoverings "An American Legacy" collection is the wallpaper chosen to accent restored furniture and furnishings at Ash Lawn, the home of James Monroe, Charlotte, Va. Designed by Yale and Frances Forman, collection includes patterns taken from documents, such as Indigo group (shown). Coordinating fabrics cover sofa pillows. **Circle No. 388.**



EXPANDABLE SEAT CUSHIONS KEEP BACKS ALIGNED

Adirondack Direct designs new Posturform seating with expandable seat cushions, which enable entire lower back vertebrae to remain in alignment. Collection includes executive armchairs with high- or low-backs; armless flex-back chair; swivel side chairs with glides; and companion armchairs with sled bases. All models are upholstered in either Naugahyde or nylon fabric. Swivel seats, tilt mechanism, and adjustable height are standard. In addition, firm offers upholstered sofas, lounge chairs, and settees. **Circle No. 379.**



GRACE ATRIUM WITH 25-FT. FABRIC TREES

Webb Companies' corporate plaza in Lexington, Ky., features 25-ft. fabric Ficus Benjamina trees from **Pouliot Designs.** This installation was completed in March, 1982.
Circle No. 387.

FABRICS DOUBLE AS UPHOLSTERY & WALLCOVERINGS

"Rhythms" is the name of **Gilford's** new fabric collection, slated for distribution in fall, 1982. Fabrics are polyester blends and are offered paperbacked for use as wallcoverings or acrylic-backed for upholstery applications. Three styles are available. **Circle No. 406.**



COMPLETELY CUSTOMIZED WALL UNITS OFFERED

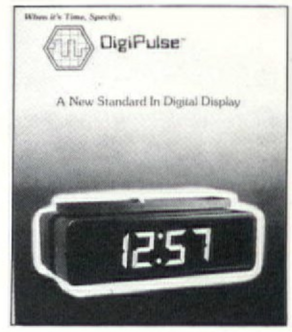
Diversified's Versatile wall units are offered with designed-to-order features. Easy add-on wood and/or glass doors, bar, and open shelves can be arranged to suit any requirement. Made of carefully matched walnut veneers, unit dimensions are 30- by 78- by 12-in. This product is a National Office Products Association (NOPA) introduction. **Circle No. 434.**



PRESENTATION PADS ARE EASY TO HANG & DISPLAY

Presentation pads from **Visual Planning** are available in a range of styles, all with large holes for easy hang-up and display. Measuring 27- by 34-in., pads have cardboard backs for durability. Tops of pads are bound to prevent paper from falling out. Various-size lecture easels are also offered. **Circle No. 400.**

CATALOGS & BROCHURES



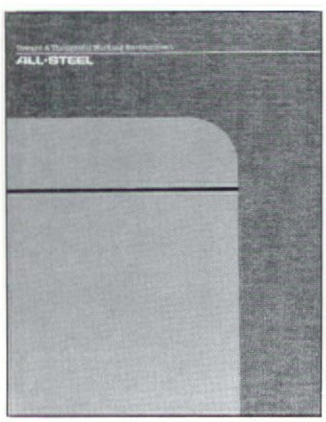
DigiPulse Master Timer enables synchronization of any number of secondary timers with primary unit. Systems can be retrofitted to most electromechanical or sync-wired clocks. A variety of styles, sizes, and display faces are described in a new catalog from Display Graphics. **Circle No. 420.**



National brand and Quill brand office supplies and accessories are listed in a 40-page booklet from Quill Corp. More than 700 products are discounted 15-50 percent below list price. Special sale coupons are also included. Computer-support furnishings are available. **Circle No. 421.**

"Toward a Thoughtful Working Environment" outlines open plan office systems from All-Steel. As described in the 16-page brochure, components include panels, tables, seating, storage, and computer-support furniture. **Circle No. 414.**

R-Way releases a full-color brochure showing its complete R-Clad Alpha group. This newly developed vinyl-laminated furniture series has a natural wood look as well as high resistance to stain, scratches, and scuffs. **Circle No. 419.**



All-Steel



R-Way

Digital position display is the key to the Cyborg chair from Rudd International. As described in a new 24-page, color catalog, LEDs read-out and record numeric values for seat height, depth, and angle as well as back height so that chairs can be easily adjusted or returned to desired positions. Also detailed are seating's many ergonomic benefits. **Circle No. 410.**

A new system for molding colored polyurethane is now being marketed in the U.S. by Reticel. Called Colofast, this system's inherent high-reactivity lends itself to high-pressure injection molding. Multiple component mixing heads enable total mass coloration of foams without painting or lacquering. Process is detailed in a color catalog. **Circle No. 418.**

CLASSIFIED ADVERTISEMENTS

Rates: A standard classified ad costs $52.00 per column inch. Estimate a column inch as 37 characters per line, 7 lines per inch, including headline and address. Please specify whether it is a signed ad or a blind box number. Add $5.00 to the cost if a box number is used. Payment with order is required for insertion of classified. Send ad and check to: CONTRACT, Classified Ad Dept., 1515 Broadway, 24th Floor, New York, N.Y. 10036. **DEADLINE:** 1st of the preceding month. **REGULATIONS:** Classified ads may be used for help or situations wanted; salesmen, reps, or lines wanted; business for sale; and any used or odd-lot products or closeouts for sale on a one-time basis. Classified ads may not be used for extensive product descriptions; customer solicitation; or for the offer of merchandise or services continuously available to our readers, which is the function of display advertising. Publication reserves the right to reject, delete, or re-word copy that is contrary to regulations.

REPRESENTATIVES WANTED

REPS WANTED

A nationally known manufacturer of contract butcher block tables and chairs in maple and oak seeks experienced contract representatives. Applicants must be able to work equally well with architects, designers, consultants and contract departments of various companies. Several territories open. Reply:

Box 243
CONTRACT
1515 Broadway
New York, NY 10036

Canadian Rep Firm wanted for large national Contract Fabric Company based in New York City, selling drapery, upholstery, wallcoverings, hospital cubicle fabrics, etc. Must be established and calling on architects, designers, etc. Send list of office locations, other lines carried and any pertinent information that would help to evaluate your firm. Reply Box 242, CONTRACT, 1515 Broadway, New York, NY 10036.

CONTRACT REPS WANTED—Many important and new manufacturers ask CONTRACT Magazine for the names of qualified independent representatives who currently sell commercial/institutional furnishings and might be interested in an additional line. If you want us to include your name in a confidential list of reps, which we supply to manufacturers who have become new advertisers, write to the publishers of CONTRACT Magazine. State your name, address, type of lines you carry, number of associates or salesmen if you have any, and indicate product categories in which you have a particular interest. Also include area covered. This is a free service. CONTRACT advertisers who are interested in expanding sales coverage and finding additional reps are invited to inquire about this advertiser service. Write: Sales Manager, CONTRACT, 1515 Broadway, New York, NY 10036.

REPRESENTATIVES WANTED

REPRESENTATIVES WANTED

Representatives wanted for high-end European Contract Lines. Must have sales record with architects and designers as well as dealers. Choice territories still open. Send resume and list of current lines to: Skandia International, Inc., 180 NE 39 St., P.O. Box 370876, Miami, FL 33137. Attn: Department C.

REPS WANTED

Manufacturer of highest quality wooden desk accessories seeks manufacturers representatives to call on dealer trade, architects, specifiers and corporate accounts. Reps wanted for New England, New York, Middle Atlantic States and a few other selected areas.

Send replies to Box 214, CONTRACT, 1515 Broadway, New York, NY 10036.

Nationally recognized manufacturer of Contract, Hospitality and Healthcare SEATING is currently seeking representation and showrooms in selected territories. Reply with complete details including present lines and areas covered to Box 232, CONTRACT, 1515 Broadway, New York, NY 10036.

REPRESENTATIVES WANTED

Progressive manufacturer of acoustical screens, partitions, wall systems, wall panels and baffels seeks aggressive organizations. Choice territories open. Send resume to Polychromic Designs, P.O. Box 354, Bellmore, NY 11710 or see us at N.O.P.A., Booth 114.

REPS WANTED

All territories available. Chicago manufacturer of solid Honduras Mahogany tables and chairs seeks strong reps in hotel, motel and restaurant fields. Top quality. On time delivery. Best pricing in the industry. Call Leon Gamze, (312) 929-0310.

Established manufacturer of institutional lounge furniture with full marketing program directed towards hospitals, mental health, mental retardation facilities, colleges and universities is seeking an experienced sales representative with non-conflicting lines in Western New York State. Contact: R. Daniels, ModuForm, Inc., P.O. Box 400, Fitchburg, MA 01420. (617) 345-7942.

MANUFACTURER'S SALES REPRESENTATIVES

Well established multi-product line contract furniture manufacturer seeks the **exclusive services** of a knowledgeable, self-motivated sales representative to serve its customer base in the Southeastern states. Unlimited earnings are available and strong organizational support will be provided on a continual basis. If you feel that you can meet the requirements of this unique opportunity, please send complete resume to: Box 240, CONTRACT, 1515 Broadway, New York, NY 10036.

Responses will be held in strict confidence.

THE MARKETPLACE

...Where Your Classified Ad reaches over 27,500 industry "pros"...

This high-reader-traffic section is a marketplace for you to fill an important position in your company, to find a new career opportunity for yourself, find salesmen, reps or lines wanted, business for sales and any used or odd-lot products or closeouts for sale on a one-time basis.

THE MARKETPLACE offers you an audience of over 27,500 commercial interior architects, designers, furnishers, specifiers, planners and dealers.

DEADLINE: First of the preceding month.

RATES: $52 per column inch (approximately 37 characters to a line. 7 line per inch). All copy is pub set at no charge. For blind box number, please add $5.00.

REGULATIONS: Classified Ads may not be used for extensive product descriptions; customer solicitations; or for the offer of merchandise or services continuously available to our readers, which is the function of display advertising.

To place your ad in **THE MARKETPLACE,** just fill out the coupon below, enclose a check for the full amount, and mail to:
Classified Ad Manager
CONTRACT MARKETPLACE
1515 Broadway, New York, N.Y. 10036

Please run the attached ad(s) in the next issues(s) ____ *of* CONTRACT. I am enclosing a check for $______ .
☐ This includes $5.00 for a blind box number.

Name & Title____________________

Organization____________________

Address____________________

City/State/Zip____________________

Phone #____________________

Check Heading Under Which Ad is to Appear

- ☐ **Representatives Wanted**
- ☐ **Lines Wanted**
- ☐ **Positions Available**
- ☐ **For Sale**
- ☐ **Miscellaneous**
- ☐ **Business Opportunities**
- ☐ **Situations Wanted**

Circle 450 on reader service card

CLASSIFIED ADVERTISEMENTS

REPRESENTATIVES WANTED

SALES REPS WANTED

Manufacturer of extensive line of drawer slides for kitchen cabinets and office furniture needs qualified sales reps. Established territories. Box 244, CONTRACT, 1515 Broadway, New York, NY 10036.

HEALTHCARE REPS AND DEALERS

Old established manufacturer of architectural laminated plastic casework and furniture seeking experienced representation calling on designers, architects, dealers and owners. Many territories available. Send resume, territory, present lines, volume, academic training, specialized qualifications; write fully. P.O. Box 22124, Baltimore, MD 21203.

SALES REPRESENTATIVES

Total Open Space System

Major manufacturer of office interiors products seeks experienced, professional-level sales representatives. Territories available in both Eastern and Western regions of U.S. Degree and systems sales experience preferred.

Opportunity to join substantial, growth oriented company. Position offers paid benefits, car, expenses, base and incentive.

Box 231, CONTRACT
1515 Broadway
New York, NY 10036
An equal Opportunity Employer M/F

REPS WANTED

Established manufacturer of demountable partitions. Choice locations still available. Experience in promoting to Architects and Designers. Respond with resume, describing lines carried and territory covered. Anthony Pezone, LMT Steel Products, 217 Adams St., Hoboken, NJ 07030.

Established manufacturer of computer furniture is seeking a representative for the OEM DP/WP market. Absolutely no limit on amount to be made! Must have experience in calling on the OEM market. Please respond to Box 239, CONTRACT, 1515 Broadway, New York, NY 10036

Nationally recognized manufacturer of Fiberglass & Aluminum Products (Furniture, Planters, Ash Urns, Waste Receptacles and Custom Designs), seeks Manufacturer's Representatives for established sales territories. Must have following with Architects, Designers, Space Planners, National Purchasing Services, Plant Leasing-Maintenance Firms and End Users. Sales territories available: New Hampshire-Maine-Massachusetts-No. Connecticut, Vermont, Pennsylvania-Delaware-So. New Jersey, Michigan-Ohio-Kentucky, Colorado-Utah-New Mexico-Wyoming-Arizona, California (North of Bakersfield)-No. Nevada, Montana-Oregon-Washington-Idaho, Missouri-Kansas-Nebraska. Forward resume which includes lines currently represented and area of sales responsibility. Box 235, CONTRACT, 1515 Broadway, New York, NY 10036.

WANTED TO BUY

**ACQUISITION WANTED
OFFICE, ART AND ENGINEERING FURNITURE**

Manufacturer of specialty office, art and engineering furniture seeking acquisition of similar type of company with sales of $1 - 25 million annually. Please respond to Box 238, CONTRACT, 1515 Broadway, New York, NY 10036.

MISCELLANEOUS

ATTENTION: Contract furnishers, architects, designers, and dealers send us your brochures. CONTRACT Magazine is often asked by corporate representatives to provide them with qualified names. Mail to Sales Manager, CONTRACT Reader Brochures, 24th Floor, 1515 Broadway, New York, NY 10036.

October First is the last day to insert your ad in the November issue

LINES WANTED

Experienced Professional, with following, seeking quality lines for Illinois and Wisconsin. Reply to Sales Manager, Space 1822A Merchandise Mart, Chicago, IL 60654.

LINES WANTED

Strong manufacturers group seeking quality office furniture, contract lines, related items, for Missouri, Iowa, Nebraska and Kansas. Established reputation with contract dealers and specifying community. Leading producers in the area. Box 245, CONTRACT, 1515 Broadway, New York, NY 10036.

CONTRACT FURNISHINGS REP ORGANIZATION HANDLING A-GRADE LINES OF FURNITURE WITH LARGE SHOWROOM SPACE JUST CONTRACTED FOR IN NEW WASHINGTON DESIGN CENTER SEEKING ADDITIONAL LINES TO COMPLIMENT. REPLY TO: LARRY INGRAM & ASSOC., 19000 LAYTONSVILLE ROAD, GAITHERSBURG, MD 20879 (301) 261-4085

I.T.C., Inc. manufacturers representatives, in commercial sales. Coverage in CA, AZ, NV and UT. Now looking for new products to supply our reps. We are also engaged in building a design center in Las Vegas, NV. Please contact: (702) 386-0435, or write: 1606 Chapman Drive, Las Vegas, NV 89104.

STRONG, AGGRESSIVE, PROJECT-ORIENTED SALES ORGANIZATION, Seeking non-conflicting furniture/accessory lines for Southern California (Nevada and Arizona also covered). Established reputation with office furniture dealer/specifier communities offering major consumer coverage. Sales up over 22% from last year. Dealer/Mfg references available. The Manufacturer's Group, 8687 Melrose (Pacific Design Center) Showroom 255, Los Angeles, CA 90069. Telephone: (213) 659-2930.

BUSINESS OPPORTUNITIES

**BUSINESS DEVELOPMENT SPECIALISTS
to the
ARCHITECTURAL INDUSTRY**

- Acquisition Research and Negotiation
- Marketing Studies and Consultation
- Industrial Real Estate Services

Product Crafters Incorporated
646 Highway 18
East Brunswick, NJ 08816
Attention: Jared March
(201) 238-1470

HELP WANTED

MANAGEMENT OPPORTUNITIES ($30-$100,000)—20 yrs. exp. in the Search and Placement of mid to upper level executives on a national basis. Our nationwide clients seek Sales and Marketing Managers, Manufacturing and Engineering Executives, V.P.'s and Presidents with Contract Furniture experience. Client co's assume all costs. Contact in strictest confidence: YVONNE CRAWFORD, Contract Dept., COOK ASSOCIATES, INC., 35 E. Wacker Dr., Chicago, IL 60601. 312/263-1119.

**FOODSERVICE CONSULTANT
PROJECT COORDINATOR**

Prominent Southwest Foodservice Consulting/Design Firm requires three experienced persons capable of major commercial/institutional projects, including concept development, work-center design and specifications. Challenging growth opportunity for experienced professional with ambition and high quality standards. Reply with resume, photo and compensation requirements to: Box 237, CONTRACT, 1515 Broadway, New York, NY 10036.

SALES MANAGEMENT

J. M. Lynne, a major supplier of wallcoverings to the Contract Interior Design trade is looking for the right person to take charge of National Sales.

The right person will have extensive sales management experience within the trade, preferably in wallcovering. This person will have experience in hiring, training and working with both salaried sales people and independent representatives.

The position offers a substantial base salary, as well as an incentive based bonus with an unlimited earnings potential plus many fringes.

Please send resume to:
John Landsberg
J. M. Lynne Company, Inc.
P.O. Box 1010
Smithtown, New York 11788
No telephone inquiries please

THE FURNITURE AGENCY INC.

We have job opportunities for all levels of management, supervision and sales in Contract Furniture and related industries. All costs paid by client company. Applicant and client company inquiries invited. P.O. Box 53, High Point, NC 27261 (919) 885-2095.

Engineers wanted by aggressive well established midwest office furniture manufacturer. Looking for good talent in design, industrial and standards work. Positions now open. Send your resume to Box 241, CONTRACT, 1515 Broadway, New York, NY 10036.

Textile Designer
Textures

Joan Fabrics Corporation is looking for an experienced designer/stylist to work in its textured operation in Fall River/Mass.

In addition to styling skills the individual must be well organized and be able to follow through design projects from beginning to end. Excellent opportunity for the right individual. Salary commensurate with experience.

Call or write to:
Geri Scalone/Product Manager
Product Manager Textures
Joan Fabrics Corporation
1822 North Main Street
Fall River, Mass 02720
(617) 678-2941

Contract Furnishings Sales Manager

DO YOU FIT THIS PROFILE?

- Have a solid background in contract furnishings which includes at least 5 years successful sales management experience in the contract furnishing market either manufacturing or specifier level.
- Possess a strong design background and thorough knowledge of the national marketplace derived from experience working with the design community and contract furniture dealers; familiar with the major, national end-users.
- Capable of assuming full responsibility for and the successful coordination of all activities of our soon-to-be-hired contract sales staff. Available for significant amounts of travel.
- Can effectively interface with our marketing, advertising and product management departments on new products and programs.

IF SO!

Eldon Office Products, a leader in desk accessories and office filing systems, offers you base salary, a bonus program plus benefits. For details please contact: Mr. Casey Sisneros at 213/757-2151.

Eldon Office Products
Division of Eldon Industries Inc.
2701 W. El Segundo Blvd., Hawthorne, CA 90250

An equal opportunity employer m/f/h

To place your ad, clip the coupon below

The Marketplace

... Where Your Classified Ad reaches over 27,500 industry "pros" ...

Please run the attached ad(s) in the next ______________ issue(s) of CONTRACT.

I am enclosing a check for $ ________ ☐ This includes $5.00 for a blind box number.

Name & Title ______________________

Organization ______________________

Address ______________________

City/State/Zip ______________________

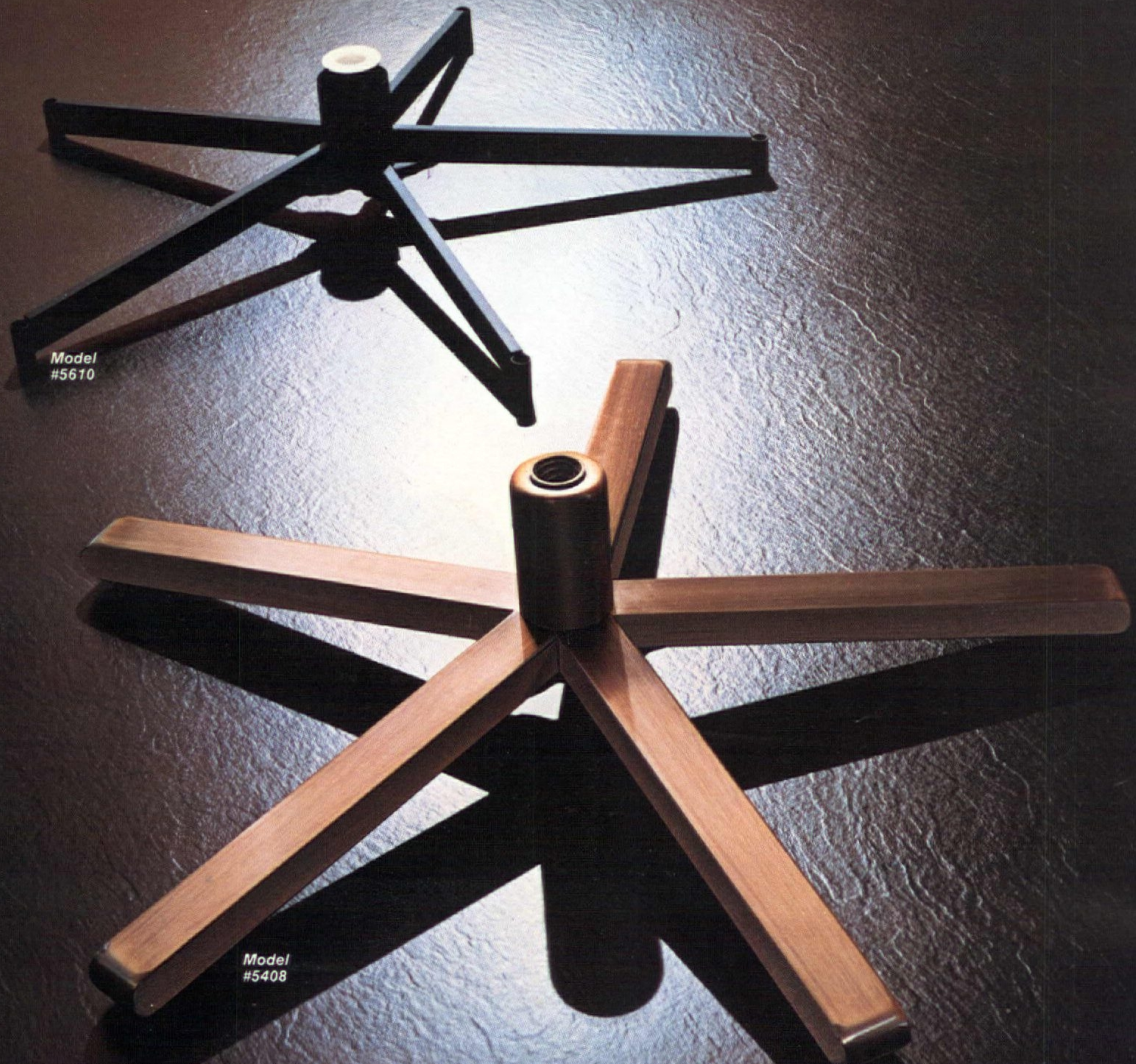
Phone # ______________________

ADVERTISING DIRECTORY

For more information on advertisers in this issue, circle corresponding reader service numbers.

ADVERTISER	PAGE
AMP Products Corp. *(Circle No. 95)*	16 A-D
ARC COM Fabrics Inc. *(Circle No. 30)*	43
All Steel Inc. *(Circle No. 52)*	73
Alma Desk Co.	47
Amoco Fabrics Co./Fibers and Yarn Div. *(Circle No. 24, 96)*	33-34, 219
Amtab Mfg. Co. *(Circle No. 112)*	236
Angle Steel *(Circle No. 36, 92)*	52, 213
Armstrong *(Circle No. 1)*	Cov. II
Armstrong Furniture *(Circle No. 9)*	50
ARTEC *(Circle No. 65)*	89
Artemide, Inc. *(Circle No. 34)*	12
Atelier Int'l LTD *(Circle No. 33)*	48-49
Beaver Furniture *(Circle No. 19)*	28
Beylerian LTD *(Circle No. 37)*	54
Boling Chair Co. *(Circle No. 35)*	51
Borroughs, Division of Lear Siegler Co. *(Circle No. 27)*	38
Brayton International *(Circle No. 5)*	6-7
Bretford Mfg. *(Circle No. 118)*	240
Brickel Associates *(Circle No. 88)*	114-115
Brown Jordan Co. *(Circle No. 21)*	30
Brueton Industries *(Circle No. 55)*	77
Captive Sea *(Circle No. 3)*	4
Collier-Keyworth Co. *(Circle No. 124)*	Cov. III
Collins & Aikman (Commercial) *(Circle No. 48)*	69
Computer Furniture & Accessories *(Circle No. 116)*	238
Consolidated Aluminum *(Circle No. 58)*	80
Contemporary Products *(Circle No. 2)*	2
Contract IBD Dinner Awards *(Circle No. 103)*	229
Conwed Corp. *(Circle No. 49)*	70-71
Corry Jamestown Co. *(Circle No. 16)*	116
Creative Dimensions *(Circle No. 117)*	239
Cumberland Furniture *(Circle No. 13)*	17
Davis Furniture Inds. *(Circle No. 60)*	83
Decar Corp. *(Circle No. 29)*	42
Designweave *(Circle No. 57)*	79
Domore *(Circle No. 59)*	81
Drier Industries *(Circle No. 113)*	236
Du Pont (Antron Carpet) *(Circle No. 6)*	8-9
Eastman Chemical-Fibers Div. *(Circle No. 51)*	72
Eastman Chemical-Forester Textile Mills *(Circle No. 63)*	86
Ergonom Corp. *(Circle No. 121)*	243
Executive Furniture *(Circle No. 102)*	228
Executive Office Concepts *(Circle No. 53)*	75
Facit *(Circle No. 84)*	110
Fidelity Arts *(Circle No. 10)*	13
Fixtures Furniture *(Circle No. 14)*	19
Formica Corp. *(Circle No. 76)*	20-21
Fuller Office Furniture *(Circle No. 11)*	237
Furntek Corp. *(Circle No. 119)*	241
Gardco Lighting *(Circle No. 80)*	106
G.F. Business Equipment *(Circle No. 43)*	61
B.F. Goodrich Co. *(Circle No. 61)*	84
Gordon International *(Circle No. 45)*	63
Gralla Conferences *(Circle No. 101)*	226-227
Grant Hardware *(Circle No. 17)*	26
Gregson Furniture Inds. *(Circle No. 99)*	224
Hamilton Sorter Co. *(Circle No. 4)*	5
Hardwood House	Cov. IV
Hartco, Inc. *(Circle No. 69)*	94
Harter Corp. (Harter Furniture LTD) *(Circle No. 64)*	87
Harvard Interiors *(Circle No. 23)*	32
Haworth *(Circle No. 20)*	29
High Point Furniture *(Circle No. 86)*	112
Hon Company *(Circle No. 25)*	35
Howe Furniture Corp. *(Circle No. 8)*	11

ADVERTISER	PAGE
Import Specialist *(Circle No. 127)*	238
Interiors International (I.I.L.) *(Circle No. 15, 22)*	22-23, 31
Interface *(Circle No. 26)*	36-37
International Terra Cotta *(Circle No. 108)*	234
J.G. Furniture *(Circle No. 125)*	14
Jofco *(Circle No. 71)*	98
Kenney Mfg. Co. *(Circle No. 82)*	108
Kimball Office Furniture *(Circle No. 18)*	27
Kinetics Furniture LTD	25
Knoll International *(Circle No. 50)*	96-97
H. Krug Furn. Co., LTD *(Circle No. 85)*	111
LA-Z-Boy Chair Co. *(Circle No. 77)*	103
Levolor Lorentzen, Inc./Blinds *(Circle No. 32)*	46
Lewittes Furniture *(Circle No. 98)*	223
Liken Home Furnishings (Del Mar) *(Circle No. 38)*	53
George Little Mgmt. *(Circle No. 91)*	212
Litton Business Furniture/LBF *(Circle No. 83)*	109
Louverdrape Inc. *(Circle No. 28)*	39
Lumex, Inc. *(Circle No. 56)*	78
Harry Lunstead Designs Inc. *(Circle No. 94)*	217
The Marketplace *(Circle No. 67)*	92
Miami Design Plaza Merchants Association *(Circle No. 105)*	211
Modernfold *(Circle No. 47)*	68
Modu Form Inc. *(Circle No. 104)*	230
Monsanto (SEF Div) *(Circle No. 39)*	56-57
Navan Carpets *(Circle No. 72)*	99
Neo Ray *(Circle No. 73)*	100
Nevins Worldwide *(Circle No. 114)*	237
Niedermaier Design *(Circle No. 93)*	211
Optimum Management *(Circle No. 78)*	104
Pace Collection *(Circle No. 68)*	93
Paoli Chair Co. *(Circle No. 106)*	233
Permagrain Products *(Circle No. 42)*	60
Phillips Fibers Corp. *(Circle No. 97)*	221
Pouliot Designs	238
Ram Partitions *(Circle No. 126)*	45
Rubbermaid (Commercial) *(Circle No. 54)*	76
Scott Plastics *(Circle No. 120)*	243
Shepherd Products *(Circle No. 110)*	235
I. Silverman & Son *(Circle No. 111)*	235
Spacesaver Corporation *(Circle No. 74)*	101
Steelcase Inc. *(Circle No. 66)*	90-91
Stow/Davis Furniture Co. *(Circle No. 46)*	66-67
Suspa *(Circle No. 79)*	105
Swan Brass Beds *(Circle No. 115)*	237
Thonet	40-41
Tiffany Stand & Equipment Co. *(Circle No. 70)*	95
Trips In Resin *(Circle No. 7)*	10
Tropitone Furniture Co. Inc. *(Circle No. 87)*	113
Typhoon Int'l Corp. *(Circle No. 31)*	44
United Technical Products Inc. *(Circle No. 12)*	16
Vecta Contract *(Circle No. 41)*	58-59
Vernitron Medical Prods. *(Circle No. 100)*	225
Walker Systems Inc. *(Circle No. 123)*	244
Wall Pride International *(Circle No. 44)*	62
The Walton Co. *(Circle No. 122)*	244
Westinghouse Architectural Systems *(Circle No. 62)*	85
Westwood Lamp *(Circle No. 109)*	235
Wycombe Meyer *(Circle No. 81)*	107



BASE SECURITY

Collier-Keyworth's top quality line of chair bases provides the designer and manufacturer with an extensive selection of styles which are compatible with the latest design trends. Plus, all Collier-Keyworth designs meet and exceed ANSI standards, so durability and safety are assured.

Base understructures are available with formed metal covers or in unfinished bar stock for application of the customer's own wood (Model #5610). Collier-Keyworth's formed metal cover models come in three attractive finishes: Satin chrome, mirror chrome and antique bronze (Model #5408). Depending on your design and structural requirements, you may select from either 4 or 5 leg configurations.

Contact Collier-Keyworth for information and descriptive material on their entire line of quality bases.

CK

COLLIER-KEYWORTH COMPANY

GARDNER, MASSACHUSETTS 01440 617 • 632-0120

Circle 124 on reader service card

